

# GRAIN DEALERS JOURNAL

Devoted to the Construction and Operation of Better Grain Handling Plants.

## In This Number:

Michigan Dealers in Convention

Revolt of Kansas Wheat Pool  
Members

Federal Trade Commission Again  
Out of Bounds

Program of G. D. N. A. Meeting

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and Selling

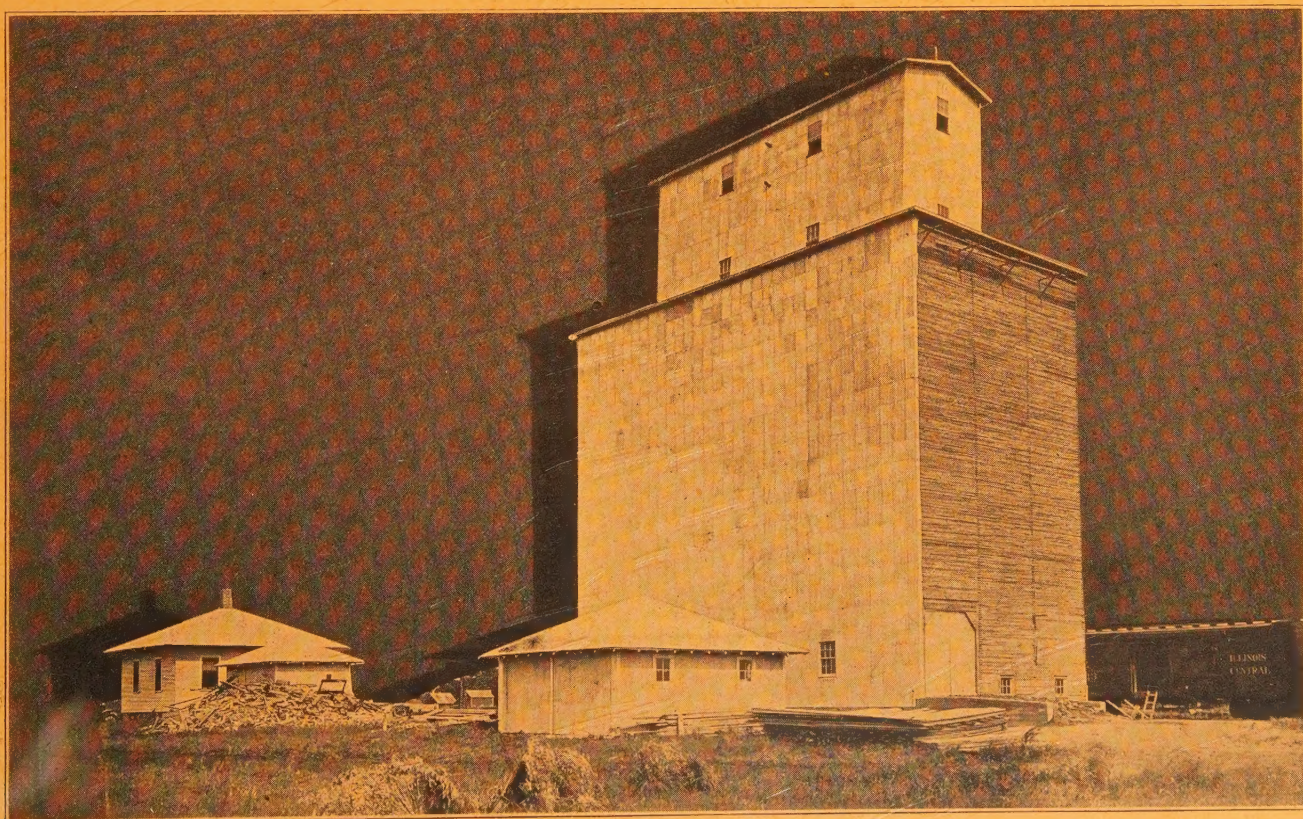
Support Claims with Duplicate  
Documents

Marketing Contract Not Binding on  
Warehouseman

Relation of Cash Prices to Futures

"Who is Who in the Grain Trade"

I. C. C. Decision Against \$6.30  
Reconsignment Charge



New, Modern 100,000 Bushel Elevator at Weiston, Iowa.  
[Description on page 241.]





We will gladly tell you more about Medusa Integral Waterproofing and will explain in detail its general use or its application to a specific job.





## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### ATLANTA, GA.

Haym & Co., H. M., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studabaker Grain & Seed Co., grain, hay, seeds.\*

### BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.

### BUFFALO, N. Y.

Corn Exchange Members.

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Globe Elevator Co., receivers & shippers.  
Great Lakes Grain Co., Inc., receiving & forwarding.  
McKillop, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Quisenberry Feed Mfg. Co., "Quality Feeds."  
Kathliffe, S. M., commission merchant.\*  
Beymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Townsend Ward Co., The, consignments.\*  
Watkins Grain Co., grain commission.

### CAIRO, ILL.

Board of Trade Members.

Halliday Elevator Co., grain dealers.\*  
Hastings Co., Samuel, receivers & shippers.\*  
Hastings-Stout Co., grain merchants.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, recvrs. and shprs.\*  
Piper Grain & Mfg. Co., receivers and shippers.\*

### CHICAGO, ILL.

Board of Trade Members.

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Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Clement, Curtis & Co., members all exchanges.\*  
Dole & Co., J. H., grain and seeds.\*  
Grain Marketing Co., grain merchants.  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Logan & Bryan, brokers.  
McKenna & Dickey, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Rothschild Co., D., receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.  
Thomson-McKinnon, members leading Exchanges.

### CINCINNATI, O.

Grain & Hay Exchange Members.

Blumenthal, Max, commission merchants.  
Cleveland Grain & Mfg. Co., grain merchants.\*  
DeMolet Grain Co., receivers & shippers.  
Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., receivers & shippers.\*

\*Member Grain Dealers National Association.

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Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

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Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.\*

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Harrison, Ward & Co., Grain Belt Elevator.\*

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Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Denver Elevator Co., The, grain, flour, millfeed.  
Kellogg Grain Co., O. M., receivers and shippers.  
Farmers Union M. & E. Co., millers, grain mchts.  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
The Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IA.

Board of Trade Members.

Anderson Co., D. L., grain dealers.  
Lockwood, Lee, broker.

### DETROIT, MICH.

Board of Trade Members.

Caughy-Jossman Co., grain and field seeds.\*  
Lapham & Co., J. S., grain dealers.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*

### DULUTH, MINN.

Board of Trade Members.

White Grain Co., receivers and shippers.\*

### EMPORIA, KANS.

Trusler Grain Co., grain merchants.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission consignments.  
Ft. Worth Elevators Co., gr. merchants, pub. storage.  
Gladney-Muchmore Grain Co., recvrs., shprs., consignments.  
Grain Marketing Co., grain merchants.  
Moore-Seaver Gr. Co., recvrs., shprs., consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills, "Superior Feeds."

### GALVESTON, TEXAS.

Texas Star Flour Mills, flour and corn millers, exporters Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Koehler-Twisdale Elevator Co., grain dealers.\*

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.  
Rothschild Co., S., grain, c/s products, rice, b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Central Grain & Laboratories Co., The, recvrs.-shprs.  
Collingwood-Moore Grain Co., receivers and shippers.  
Gano Grain Co., wheat, corn, sorghums.  
Hutchinson Grain Co., mill orders.  
McReynolds, A. G., grain merchant.  
Southwest Grain Co., consignments, country run grain.

### KANKAKEE, ILL.

Breckenridge Grain Co., grain dealers.

### INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, recvrs. & shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Maibucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Kinney Grain Co., H. E., recvrs. & shippers.\*  
National Elevator Co., grain merchants & comm.\*  
Menzie Grain & Bkg. Co., Carl D., grain merchants.\*  
Montgomery & Tompkins, receivers & shippers.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.

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Board of Trade Members.

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Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.  
Grain Marketing Co., grain merchants.  
Lichtig & Co., H., kafir, milo, screenings.\*  
Logan Bros. Grain Co., receivers and shippers.\*  
Miller Grain Co., S. H., consignments.  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Rocky Mt. Grain & Com. Co., consignments.\*  
Scouler Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.\*  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Thresher Grain Co., R. J., grain commission.\*  
Udike Grain Corp., consignments.  
Vanderslice-Lynds Co., commission.\*  
Wilser Grain Co., consignments.\*

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Farmer Co., E. L., brokers, grain & mill feed.\*  
Gordy Co., C. L., grain brok., hay, grain & mill feed.

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Callahan & Sons, receivers and shippers of grain.\*  
Bingham-Hewett Grain Co., receivers-shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

### McKINNEY, TEX.

Reinhardt & Company, wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker & commission merchant.\*  
U. S. Feed Co., grain, hay, mill feed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### MILWAUKEE, WIS.

Chamber of Commerce Members.

Franke Grain Co., The, grain and feed.  
Froedtert Grain & Malting Co., recvrs. and shippers.\*  
Kamm Co., P. C., grain shippers.\*  
LaBudde Feed & Grain Co., grain, feed, hay.\*  
Milwaukee Grain Com. Co., recvrs. grain and seed.

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Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Delmar Co., shippers.  
Itasca Elevator Co., grain merchants.  
Malmquist & Co., O. A., receivers & shippers.\*  
Marfield Grain Co., grain commission.\*  
Poehler, Wm. A., grain merchant.  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seldi, shippers grain & feed.  
Van Dusen-Harrington Co., grain merchants.\*  
Zimmerman, Otto A., grain and feed.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.

## NEW YORK CITY.

Produce Exchange Members.

Abel, Joseph A., grain broker.  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Co., grain brokers.  
Therrien, A. F., broker.

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Grain Exchange Members.

Choctaw Grain Co., milling wheat specialists.  
Hardeman-King Co., millers, grain dealers.\*  
Marshall Grain Co., grain, feed, seeds.\*  
McManus Gr. & Feed Co., W. F., wh., corn, oats, mfeed.  
Okla. City Mill & Elevtr. Co., millers, gr. dealers.\*  
Perkins Grain Co., W. L., strictly brokerage.  
Scannell Grain Co., E. M., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.

## OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Roberts Grain Co., Geo. A., consignments.\*  
Stockham Grain Co., E., commission merchants.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., commission and brokerage.\*  
Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

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Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Harrison, Ward & Co., receivers & shippers.\*  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.\*  
Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain and hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

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Grain Exchange Members.

Morris & Co., O. F., grain, feed, hay, flour brokers.\*

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.\*

## ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Gordon Grain Co., grain commission.\*

## SAN ANTONIO, TEX.

King, Douglas W., wheat, corn-brok., Texas R. Oats.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
Graham & Martin Grain Co., grain commission.\*  
Hall Grain Co., Marshall, grain merchants.\*  
Hunter-Robinson Mfg. & Gr. Co., grain, feedstuffs.\*  
Langenberg Bros. Grain Co., grain commission.\*

## ST. LOUIS, MO. (Continued.)

Martin & Knowlton Grain Co., grain merchants.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Powell & O'Rourke Grain Co., buyers-sellers corn.\*  
Turner Grain Co., grain commission.\*  
Von Rump Grain Co., grain merchants.\*

## SALT LAKE CITY, UTAH.

Nelson Co., Sterling H., whlse, grain, hay, mill feeds.

## SIOUX CITY, IA.

Board of Trade Members.

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Flanley Grain Co., receivers and shippers.\*  
Western Terminal Elevator Co., receivers and shippers.\*

## TOLEDO, O.

Produce Exchange Members.

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De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*  
Zahn & Co., J. F., grain and seeds.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

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Board of Trade Members.

Bedell Elevator Co., milling wheat.  
Beyer Grain Co., grain merchants.\*  
Blood Grain Co., I. D., receivers and shippers.  
Harold Grain Co., J. R., consignments, mill orders.  
Smith McLinden Grain Co., wheat, corn, kafir, millfeed.  
Simonds-Shields-Lonsdale Co., receivers and shippers.  
Stevens Scott Grain Co., receivers and shippers.  
Wallingford Bros., milling and export wheat.\*  
Wichita Terminal Elevtr. Co., general grain and elevtr.\*

## WICHITA FALLS, TEX.

Mytinger Mfg. & Grain Co., grain, feed, seeds.\*

## WINCHESTER, IND.

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\* Member Grain Dealers National Association.

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MILL ORDERS

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**Pratt & Co.**

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**Seymour-Wood Grain Co.**

Consignments

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Sixty sheets, printed on bond paper, 9½x11½, are well bound in book form, with flexible pressboard covers—a year's supply. Order Form 97-5. Price \$1.00. Weight 14 oz.

GRAIN DEALERS JOURNAL  
309 South La Salle St. Chicago, Ill.

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42-47 Board of Trade

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Members

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Board of Trade  
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49 Board of Trade CHICAGO

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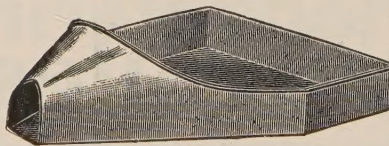
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Board of Trade  
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Members

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### J. C. SHAFFER GRAIN CO.

Grain Merchants

111 W. Jackson Boulevard  
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### THOMSON & McKINNON

BROKERS

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Members of All Leading Exchanges

Facts or Figures Relative to Securities or  
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Board of Trade

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### WANT HELP?

Then consult the "Situations Wanted"  
columns of the Grain Dealers Journal.

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### E. H. BEER & CO., INC.

Successors to

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GRAIN—HAY—SEEDS

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### Baltimore Grain Co.

Receivers &amp; Exporters

Baltimore Maryland

Established 1900

### G. A. HAX & CO.

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Grain and Hay

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### JESSE C. STEWART CO.

GRAIN and FEED

Own and Operate the

IRON CITY GRAIN ELEVATOR  
PITTSBURGH, PA.

Branch Office at Clarksburg, W. Va.

ESTABLISHED 1872

### R. S. McCAGUE, Ltd.

Receivers and Shippers

Corn, Oats, Hay and Mill Feed

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Receivers and Shippers of

HAY, GRAIN and MILL FEED

Advances on Consignments—Carloads Only

### H. S. ALLEN & COMPANY

WABASH BUILDING

Receivers and Shippers

Corn, Oats, Mill Feed

### HARPER GRAIN CO.

Wabash Building

Modern elevator facilities  
at your command.

### Grain Shippers

and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
read the Grain Dealers Journal



# DENVER

shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**T. D. Phelps Grain Co.**

Wholesale Grain and Beans.

**The Summit Grain Co.**

Receivers and shippers of all kinds of grain.  
Elevators: Denver, Cheyenne Wells and Arapahoe, Colo.

**O. M. Kellogg Grain Co.**

Receivers shippers of all kinds of grain.

**Farmers Union Mfg. & Elev. Co.**

Millers and Grain Merchants.  
38th and Wynkoop Sts.

**The Conley-Ross Grain Co.**

Wholesale Grain.

**The Ady & Crowe Mercantile Co.**

Grain, Hay, Beans.

**Rocky Mountain Grain Co.**

Grain Merchants—Export and Domestic.

**Denver Elevator**

Wholesale Grain, Flour, Mill, Feed and Pinto Beans.  
We operate 30 elevators in eastern Colorado.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Merchants Exchange  
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## ST. LOUIS

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**PICKER & BEARDSLEY COM. CO.**

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

**GRAIN, HAY, GRASS SEEDS, KAFIR, MILO**

125 MERCHANTS EXCHANGE BLDG

**ST. LOUIS, MO.**

Established 1877

**Langenberg Bros. Grain Co.**

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**Nanson Commission Co. GRAIN, HAY and SEEDS**

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**MARTIN & KNOWLTON  
GRAIN CO.**

SUCCESSORS TO  
GOFFE & CARKENER CO.

Receivers and Shippers

St. Louis, Mo.

**G**  
**RAIN**

**MARSHALL HALL GRAIN COMPANY**

HANDLED ON COMMISSION  
BOUGHT TO ARRIVE  
SOLD FOR SHIPMENT  
EXPORT

ST. LOUIS

ST. JOSEPH

"We Ship What We Sell"

**Powell & O'Rourke  
Grain Company**

Operating Brooklyn St. Elevator  
Buyers and Sellers of Corn

846 Pierce Bldg.

St. Louis

"We Ship What We Sell"

Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.

Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

**MARFIELD GRAIN CO.**

MINNEAPOLIS, MINN.

Receivers and Shippers

CORN -- OATS -- BARLEY -- RYE

For Prompt Shipment in any Quantity

**The VAN DUSEN-  
HARRINGTON CO.**

MINNEAPOLIS

DULUTH

**Cereal Grading Co.  
GRAIN MERCHANTS**

We buy, sell, store and ship  
all kinds of grain. Get our  
offers, or try us with your  
consignments.

LIBERAL ADVANCES  
Operators of Elevator "R"

Chamber of Commerce  
MINNEAPOLIS

**CARGILL COMMISSION COMPANY**

DULUTH

MINNEAPOLIS

MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

**SHIP TO CARGILL**

"You can't do better; You might do worse."

**DELMAR COMPANY  
MINNEAPOLIS, MINN.**

Shippers of

Sulphured, Natural and Clipped Oats,  
Barley, Durum Wheat. Also  
Milling Wheat and Buckwheat  
Ask for Samples and Prices



Produce Exchange  
Members

## TOLEDO

Produce Exchange  
Members

There is a great satisfaction in trusting your  
CONSIGNMENTS OF GRAIN AND SEED  
to a firm you KNOW to be RELIABLE.

**H. W. DEVORE & CO.**  
1887 Toledo, Ohio 1924

### Clover Seed

International Game, played in Toledo, Ohio.  
Providence does dealing, When "Seedy" favor

**C. A. KING & CO.**

*Like Billy Sunday they deal in cash and futures.*

### JOHN WICKENHISER & CO.

Wholesale Grain Dealers  
TOLEDO, OHIO

We make track bids and quote delivered  
prices. Solicit Consignments of Grain and  
Clover Seed. Members Toledo Produce Ex-  
change and Chicago Board of Trade.

Grain Exchange  
Members

## ST. JOSEPH

Grain Exchange  
Members

**We Want Your  
Business**  
Ask for Our Prices

**The A. J. Elevator Company**  
ST. JOSEPH, MO.

**Hard and Soft Wheat  
Corn and Oats**  
Write, Wire or Phone Us

## GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS  
ST. JOSEPH, MO.

Read the Advertising pages.  
They contain many stories of interest.  
The *Grain Dealers Journal* pre-  
sents only reputable concerns.

Grain Exchange  
Members

## OMAHA

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Consignments  
**GRAIN**  
Bids to Arrive

**THE JOHN W. REDICK CO.**  
Omaha

Formerly  
**MERRIAM**  
Commission Co.

### CROWELL ELEVATOR COMPANY

Receivers and Shippers

### GRAIN

Consignments Solicited  
OMAHA

### E. Stockham Grain Co.

CONSIGNMENTS

Every Car Gets Personal Service  
Omaha, Nebr.

WRITE US YOUR OFFERS

There is no better time to adver-  
tise than the present. Better  
start before your competitor.  
Write the JOURNAL today.

## RECEIVERS, SHIPPERS AND BROKERS

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Brokers  
Want Offers

Grain - Flour - Mill Feed

Delivered Philadelphia  
Either Export or Domestic  
The Bourse

### E. A. Grubbs Grain Co.

BUYERS—SHIPPERS

*Good Milling Wheat*

GREENVILLE - OHIO

### The Sheets Elevator Co.

GRAIN—HAY—STRAW

Cleveland, Ohio

### Clark's Car Load Grain Tables

Eighth edition, revised and enlarged, shows the  
following range of reductions of pounds to  
bushels by fifty pound breaks.

20,000 to 107,950 lbs. to bushels of 32 lbs.	
20,000 " 74,950 " " " " 34 "	
20,000 " 96,950 " " " " 48 "	
20,000 " 118,950 " " " " 56 "	
20,000 " 118,950 " " " " 60 "	

Pounds in red ink; bushels in black. Linen  
ledger paper reinforced, bound in flexible kara-  
tol with marginal index. Price \$2.50, weight  
6 ozs.

GRAIN DEALERS JOURNAL  
309 So. La Salle Street CHICAGO, ILL.

### L. C. BUTTON CO.

510-511 Grain Exchange SIOUX CITY, IOWA

General Grain and  
Commission Business

USE US

Send Your Offerings to

### JOSEPH A. ABEL

GRAIN BROKER

D4 Produce Exchange New York, N. Y.

Buyers—Quote Us

### M. B. JONES & CO.

Produce Exchange, New York, N. Y.

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When you write to  
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prompt reply.



# SMUTTY WHEAT SCOURERS

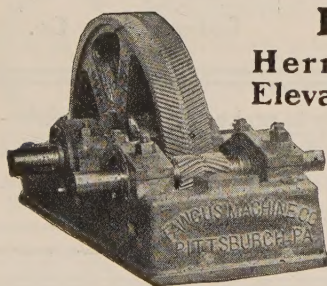
"Eureka", endorsed by the biggest elevator operators

Quick Shipments



**S. Howes Co., Inc. Silver Creek, N. Y.**

*European Branch: 64 Mark Lane, London, E. C. 3, Eng.*



## FAWCUS Herringbone Gear Elevator & Conveyor Drives

Save 25% to 50% in  
maintenance and operating  
costs.

Gears enclosed in dust  
proof and oil tight cases with  
roller bearings.

*Efficient - Durable - Compact*

**FAWCUS MACHINE COMPANY**  
Pittsburgh, Penn.



## The Atlas Car Mover

*The Car Mover With Power*

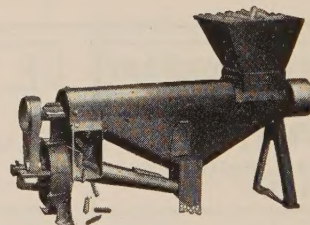
When you put an Atlas under the wheels of a  
car there is never a question about moving it.

**Compound Action Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin



## WHY HESITATE

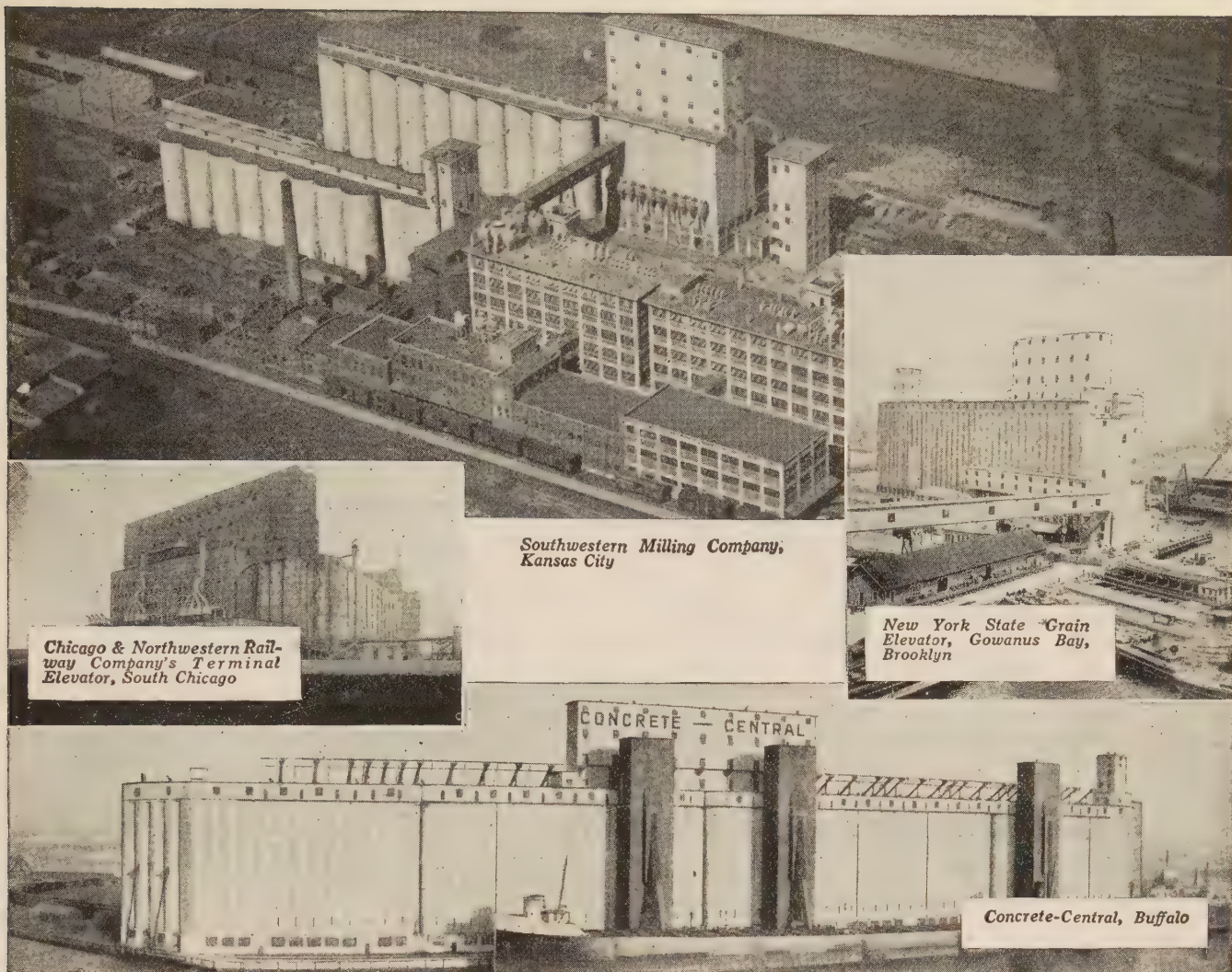
to install a machine that soon  
pays for itself?

The TRIUMPH Corn Shel-  
ler is a necessity in an up-to-  
date elevator. It is a money-  
saver and a money-maker.  
Costs little; saves much.  
Decreases labor and waste;  
increases output and profits.

*You need the illustrated bulletin.  
Send us your name and address.*

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio





Chicago & Northwestern Railway Company's Terminal Elevator, South Chicago

Southwestern Milling Company, Kansas City

New York State Grain Elevator, Gowanus Bay, Brooklyn

Concrete-Central, Buffalo

### G-E Motors Drive

Car Pullers  
Car Shovels  
Belt Conveyors  
Screw Conveyors  
Receiving Legs  
Shipping Legs  
Marine Legs  
Bleacher Legs, etc.  
Cleaners  
Clippers  
Separators  
Drier Fans, Blowers, etc.  
Dust Packers, etc.  
Dust Sweeping System  
Electric Elevators

## Where G-E Motors Work

The successful operation of the largest and most modern grain handling plants is linked with G-E Motors.

To all designers, builders and operators of grain handling plants (both great and small) installations of G-E Motors in these noteworthy elevators have definite significance—DEPENDABILITY.

The General Electric Company offers the abilities of its engineers and the facilities of its factories in the successful working-out of the motor and complete electrical requirements for grain elevators.



Genera. Electric Company  
Schenectady, N. Y.  
Sales Offices in all Large Cities

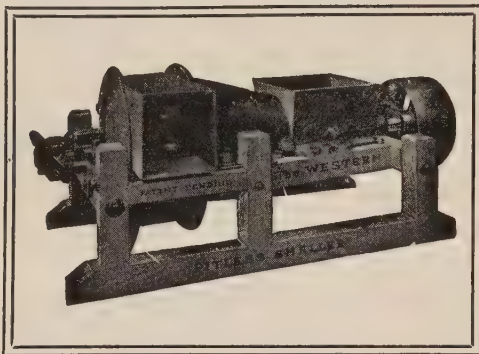
Ask the G-E Sales Office nearest you.

# GENERAL ELECTRIC

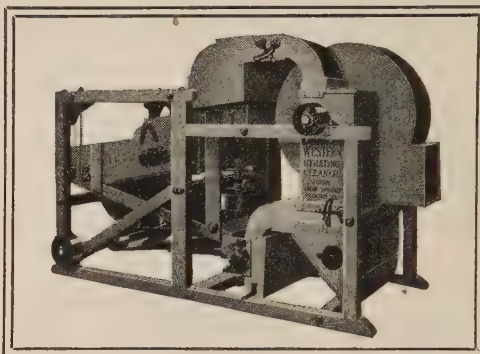


# WESTERN

## Grain Elevator Machinery Shellers and Cleaners



PITLESS SHELLER



GYRATING CLEANER

**UNION IRON WORKS - DECATUR, ILL.**

# SALT

## Mixed cars of all grades

MYLES MEDIUM salt is especially prepared for the elevator and farm trade. We guarantee it not to cake or harden under any climatic conditions.

MYLES FARM SALT is a new development following years of experience in grinding pure salt. For meat curing and the fullest approval of your farm customers it is without an equal.

MYLES TABLE SALT is a free running, superior salt for the table use. It comes in convenient packages and waxed, wrapped cartons.

SALT BLOCKS pressed from the same high standard MYLES SALT and just as clean and white as you would serve on your table.

*Prices and samples on request*

**HIGBIE SALT CO.**

360 N. Michigan Ave. Chicago, Illinois

*Ask for catalogs*

## Charter Type R Charter-Mietz Oil Engines

**CHARTER GAS ENGINE CO.**  
700 Locust Street Sterling, Ill.

## Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

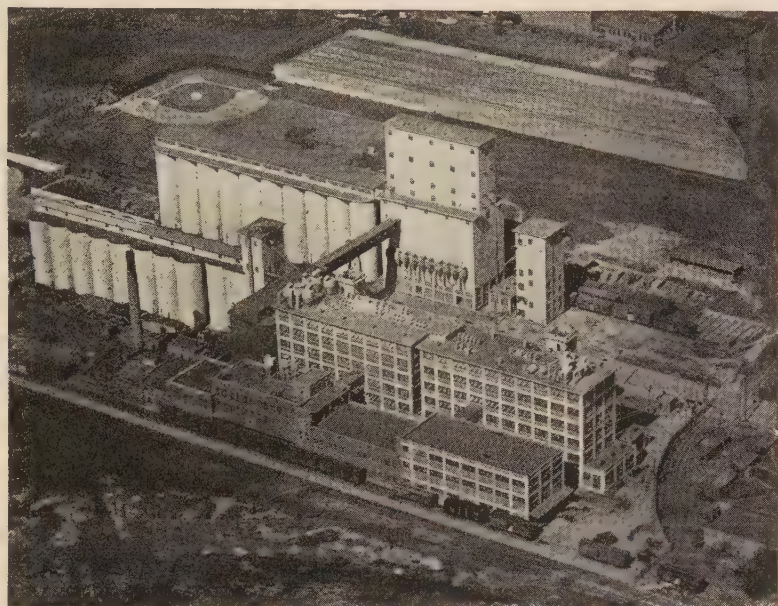
The book is 9½x12 inches, 200 pages, 20 lines to each page, giving room for recording 4,000 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$3.00

**GRAIN DEALERS JOURNAL**  
309 South La Salle St., CHICAGO, ILL.



# Tropical Dust Resisting Paint

## Reduces the Danger of "Dust" Explosions



This paint produces an extremely slippery surface to which dust does not cling. Its use prevents the collection of dangerous dust deposits and makes your plant a safer place in which to work.

Your oilers frequently neglect machinery located in dark places. Tropical Dust Resisting Paint is pure White and reflects daylight into all dark, dingy spots, making working conditions much better for your men.

Our Cementkote was used to protect the concrete grain bins of The Southwestern Milling Co., at Kansas City. Would you like to have complete facts about this product?

### ILLUSTRATED BOOKLET FREE

Our Booklet, "Tropical Paints for Grain Elevators" is free to all elevator and flour mill men. It is illustrated with pictures of many large elevators and mills painted with Tropical Products and it gives recommendations for painting various surfaces about plants such as yours. Send the coupon for your copy.

## The Tropical Paint & Oil Co.,

1228-1270 West 70th Street  
CLEVELAND, OHIO

*The Largest Exclusive Maintenance Paint Manufacturers in the World*

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The Tropical Paint & Oil Co.,  
1228-1270 West 70th St.,  
Cleveland, Ohio.

Please send me information and prices on Tropical Dust Resisting Paint and a copy of "Tropical Paints for Grain Elevators."

Name .....

Company .....

City ..... State .....



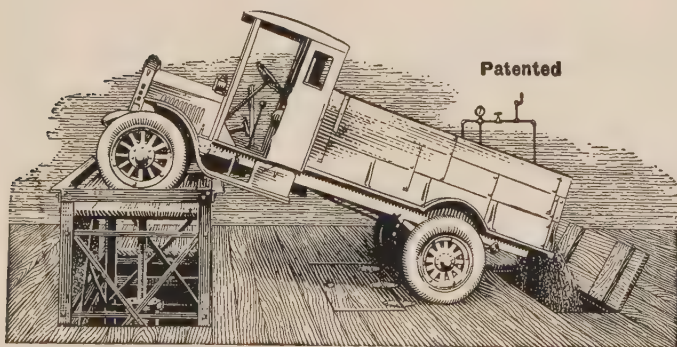
**BEFORE** you buy  
any truck dump  
find out what it will  
cost to *install* it

A Kewanee *All Steel* Truck Lift reaches you in four major units *completely assembled*. You have no costly inclines to build, nor any expensive alterations to make in your driveway.

And the installation of a Kewanee *strengthens* your driveway instead of weakening it.

## *Kewanee* All Steel Truck Lift

The experience of many hundreds of installations proves that it actually *costs less installed* than any other reliable dumping device. And any one who has used one will tell you it is by all odds the finest truck lift built.



*Ask your contractor what truck dumping device he would install in an elevator he was building for himself. Ten to one he would say "Kewanee."*

***Kewanee Implement Company***  
Kewanee, Illinois

Southwestern Distributors  
Fairbanks, Morse & Co., Kansas City, Mo.

## The Standard Grain, Seed and Bean Cleaners

By nearly two decades of successful manufacturing have proven satisfactory in every installation.

### *Some Points of Merit:*

Automatic Traveling Brushes under screens  
Standard Blast Control, a departure from the ordinary  
Force Feed Hopper  
Suction Fan Dust Collector  
Ring Oiler Bearings on Fan  
Counter Balanced Shoe  
Scalper Screen  
Very light running.

*Let us explain more fully by  
sending our catalog.*

**The Burch Plow Works Co.**  
Crestline, Ohio

## THE DIXIE MILLER

A Monthly Journal  
Devoted to Milling,  
Flour, Grain

Established 1893  
Subscription Price \$1.00 a Year

*Sample copy furnished to interested  
parties upon request*

**ATLANTA, GA.**



# A BOOK

## Invaluable to Engineers, Superintendents and all others who have speed reduction or transmission problems to solve

*Free Upon Inquiry*  
*Send Today*



**We Manufacture:**

Cut Gears of All Kinds	Flexible Couplings
Micarta Pinions	Gear Racks
Micarta Timing Gears	Speed Reducers
Special Machinery	

### Foote Bros. Gear and Machine Co.

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 New York Sales Office: 100 Greenwich St., Dept. B-24  
 1306 Keenan Bldg., Dept. B-24 840 Brown-Marx Bldg., Dept. B-24  
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 King-Knight Co., Dept. B-24, Seattle, Wash.  
 King-Knight Co., Dept. B-24, Portland, Ore.



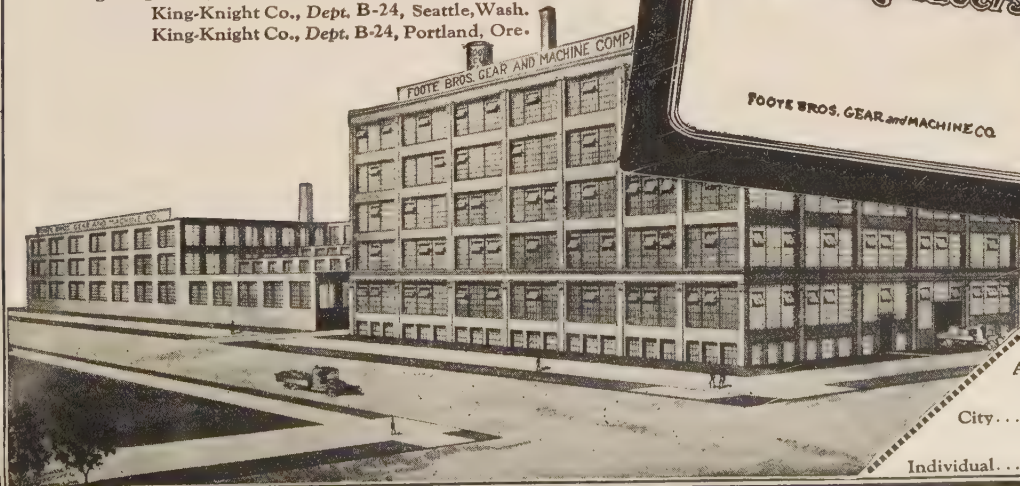
Kindly send  
the Foote IXL  
Speed Reducer  
Book without ob-  
ligation.

Company.....

Address.....

City.....

Individual.....





# MOHAWK



## RUBBER BELTING

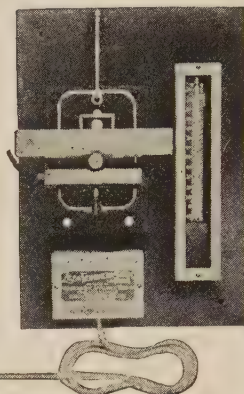
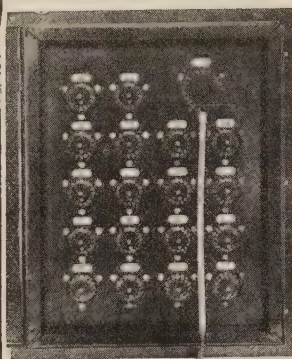
For many years the Standard Belting for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

**The Gutta Percha & Rubber-Mfg. Co.**

301 W. Randolph St. CHICAGO  
New York, Boston, Philadelphia, San Francisco Seattle



## The "ZELENY" Protects Your Grain

### A Few Zeleeny Installations

Cargill Grain Co.  
Pillsbury Flour Mills  
Bartlett Frazier Co.  
Uplike Grain Co.  
Armour Grain Co.  
Larabee Flour Mills  
New Orleans Public Elevator  
Maney Milling Co.  
Buckeye Cotton Oil Co.  
Red Star Milling Co.

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

**Western Fire Appliance Works**  
542 S. Dearborn St. CHICAGO

## Do You Want To Increase Your Trade?

### The East & West Trade Developer

The only Commercial Monthly of its kind in the East specially devoted to the promotion and consolidation of the International trade connections.

Subscription Rs. 10 or £ 1.

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Giving names and addresses of the Merchants, Manufacturers, Exporters, Importers, Agents and Industrial establishments, located everywhere in India, Burma, Ceylon, China, Federated Malay states, Netherland, Philippines, Siam and Straits Settlements, dealing in each class of goods, and an up-to-date list of Associations, Colleges, Schools, Hospitals, Newspapers and Libraries.

Rs. 10/- or Sh. 15/-

### The Mercantile Directory of Germany

Gives an up-to-date list of prominent Manufacturers, Merchants, Exporters, Importers, etc., in Germany, dealing in each class of goods, classified under alphabetical trade headings.

Rs. 10/- or Sh. 15/-

### The Mercantile Directory of Japan

This publication contains an up-to-date list of Merchants, Manufacturers, Importers, Exporters, etc., in Japan, dealing in each class of goods classified under alphabetical trade headings, as also useful facts and figures concerning Japanese trade and industry.

Rs. 10/- or Sh. 15/-

— Publishers —

**The East & West Trade Developer,**  
RAJKOT, INDIA

## Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6¾ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7½x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50

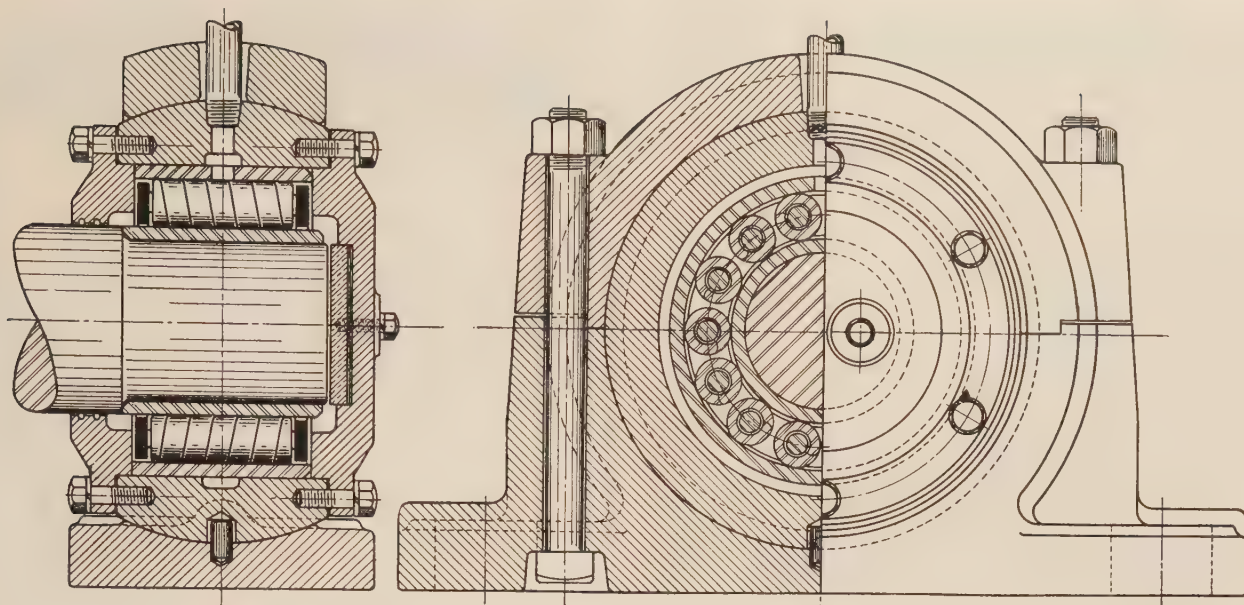
Form 19GT Triplicating (375 pages) 2.00

## Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.





Hyatt roller bearing assembled in self-aligning ball and socket pillow block. This type of mounting is recommended for drive, head, tail, take-up, bend, snub and tripper pulley installations.

## Canada's Largest Terminal Grain Elevators Equipped With Hyatt Roller Bearings

**M**ANY of the largest terminal grain elevators in Canada, as well as those of the United States, are equipped with conveyor head, tail, take-up, bend, snub and tripper pulleys of the above general design.

This is an insurance against shutdown losses arising from the usual bearing failures occurring in these locations.

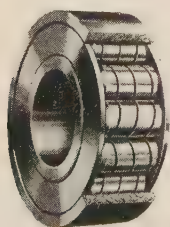
Such insurance is of vital importance during the grain handling season when the continuous flow of grain from cars or lake boats, through these elevators, to the ocean going grain carriers must be maintained.

In addition to this important reason why Hyatt bearings are being used in those locations, they were selected for these reasons:

Their positive self-oiling action keeps them cool at all times, eliminating many of the fire and dust explosion hazards.

Their low power consumption contributes to the reduction of the power requirements of the conveyors of which they are a part.

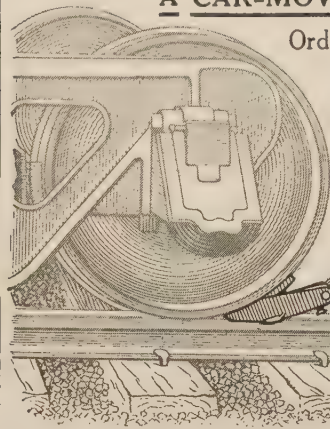
Complete information concerning the manner in which Hyatt bearings are applied to conveying and elevating equipment will be furnished on request by our engineers, without obligation.



New 24 page Conveyor Bulletin No. 1015 is now ready for distribution. Write for a copy.

HYATT ROLLER BEARING COMPANY  
NEWARK DETROIT CHICAGO SAN FRANCISCO  
WORCESTER PHILADELPHIA PITTSBURGH  
CLEVELAND MILWAUKEE



**A CAR-MOVER WITH THE "PUSH"**

Order one on 30 days' FREE

TRIAL. Freight both ways paid by us if you don't find it worth the price and then some.

Get it from your dealer

The New Badger  
ADVANCE  
Car-Mover Co.  
Appleton, Wis  
Look for the word  
"New Badger"—it  
identifies our product

**The "Climax" Scoop Truck**

Can easily add 25c to 30c an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop Truck will pay for itself and cost you nothing for its use thereafter.

It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work.

Hundreds have tried it and will certify to the truth of these statements.

Why not order now and let the Scoop Truck be giving itself to you?

Price \$15.00

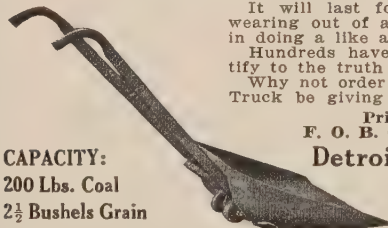
F. O. B. Cars at Factory

**Detroit ScoopTruck Co.**

993 Osborne Place  
Detroit, Michigan

CAPACITY:  
200 Lbs. Coal  
2½ Bushels Grain

Patented

**Humphrey Elevator**

A Safety Belt Service Carrier

**A Humphrey  
PAYS DIVIDENDS!**

THE Humphrey Elevator saves the time and labor of stair climbing for your employees. It thus enables employees to get more done, or do the same amount of work better. It also lessens fire risk by making reporting on other floors easier and more frequent.

This service results in dollars and cents dividends that cannot be ignored. The Humphrey guarantees these dividends because it operates at low cost, is always on the job, and is absolutely safe. And it is built to last.

Evidence of Humphrey worth is found in the use of Humphrey Elevators in leading elevators, large and small, the world over.

Write for literature today.

**Humphrey Elevator Co.**

904 Division Street  
Faribault, Minn.

There is ONLY ONE GENUINE Humphrey Elevator

**Cover's Dust Protector**

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.

**AGRICULTURAL GYPSUM**

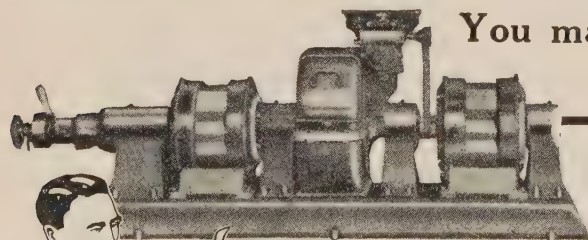
Tell your farmer friends about it! It increases crops. Carries insect poisons, preserves nitrogen in animal and poultry manure, etc. Write today for valuable book—free!

**THE GYPSUM INDUSTRIES**  
Dept. 94 844 Rush Street Chicago

**DON'T EAT DUST**

Gibbs' Patent Dust Protector affords perfect protection with perfect ventilation. Thoroughly tested for years in every kind of dust. Nickel-plated protector \$1.60. Canada \$1.75, postpaid. Circulars free.

**GIBBS RESPIRATOR CO.**  
246 Forest Ave., River Forest, Ill.



**You make maximum profits from grinding when you use the MONARCH Attrition Mill—**

*—they are "always running and grinding the kind of feed your customers want"*

When you get a chance, take a look at the grinding parts of a MONARCH Attrition Mill—you will get a clear idea of why a MONARCH is capable of turning out a quality product, continually.

From base to pulley guide, the MONARCH non-trammable Attrition Mill is built with painstaking care. Each part is designed to produce fine and uniform feed with less upkeep expense—and the mill does it.

Catalog ID-123 explains this better built ball bearing Attrition Mill. Write for it—a sure step toward increasing your grinding profits.



**SPROUT, WALDRON & CO., 1202 Sherman St., MUNCY, PA.**

Chicago Office: 830, 9 South Clinton Street

Kansas City Office: 308 New England Building

THE MONARCH MILL BUILDERS



The **Bauer** BALL BEARING ATTRITION MILL



HERE IT IS!  
**THE NEW "BAUER"**

*A Profit Maker—Saves Time Money*

Ball bearings throughout. Motors always in line. Easily converted at any time from belt to motor drive. Fitted with the famous "Bauer" Quick Release Springs. Non-Leakable Seal Rings.

*For Full Information Write to*

**THE BAUER BROS. CO.**

506 BAUER BLDG.

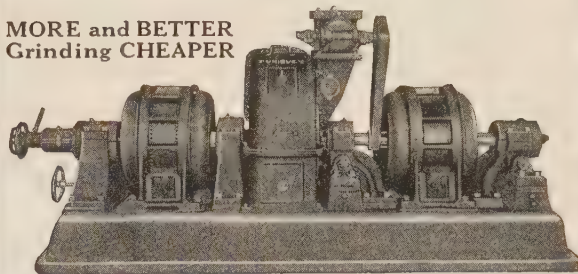
SPRINGFIELD, OHIO

**A SOUND INVESTMENT—**

Here is a machine that builds up a profitable feed grinding business which turns slack times into busy times—pays the overhead expenses of your mill or elevator—and shows a nice profit.

**U N I Q U E**  
**Ball Bearing Attrition Mill**

**MORE and BETTER  
Grinding CHEAPER**



Install this most modern feed grinder and let your business flourish. A UNIQUE Mill will give you greater capacity—grind a better product—and keep operating expenses lower than any other feed grinder on the market. This is assured by exclusive patented features.

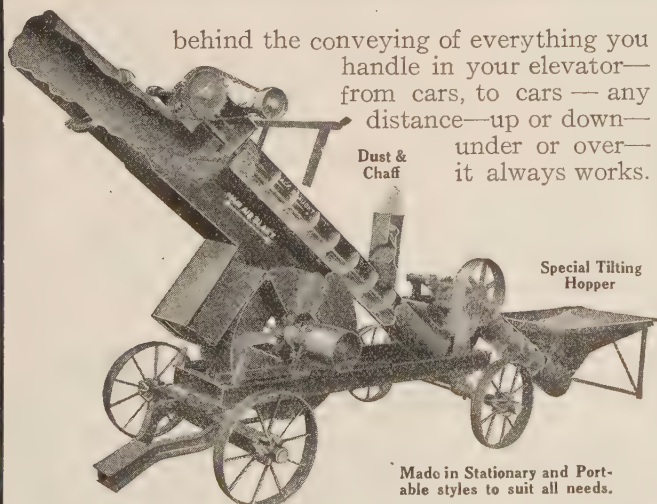
Ask for Catalog No. 12, which illustrates and describes the machine in full. No cost or obligation to you.

**ROBINSON MFG. CO.**

42 ROBINSON BLDG.

MUNCY, PENNA.

Put this  
**BERNERT**  
Grain Blower and Conditioner



behind the conveying of everything you handle in your elevator—from cars, to cars—any distance—up or down—under or over—it always works.

Dust & Chaff

Special Tilting Hopper

Made in Stationary and Portable styles to suit all needs.

**Swift—Automatic—Non-choking**

Won't Crack or Injure the Grain.

Removes Dirt and Moisture.

Convenient—Economical in First Cost and Operation—the Only Right Way.

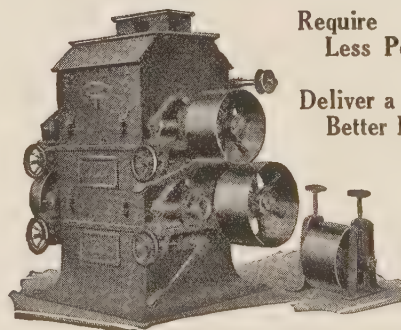
*LET US TELL YOU ALL ABOUT THEM*

**Bernert Sales Corporation**

3805 Center St.

Milwaukee, Wis.

**E H R S A M**  
One, Two and Three Pair High  
**Feed Mills**



Require  
Less Power

Deliver a  
Better Product

Rolls cut especially for making cracked corn chicken feed, cut wheat. Also standard corrugations for corn meal and feed.

*Send for Bulletin No. 20*

**The J. B. Ehrtam & Sons Mfg. Co.**  
Enterprise, Kansas



## Proof Positive of Invincible Quality

Recent Contracts for INVINCIBLE MACHINES were placed by such internationally known concerns as:—

**Pillsbury Flour Mills Co.**  
New Mill, Buffalo, N. Y.  
98 Machines

**Quaker Oats Company**  
New Mill, Peterboro, Ont.  
20 Machines

**Baltimore & Ohio Ry. Co.**  
New Elevator, Baltimore, Md.  
10 Machines

The significant thing is not alone in the fact that these orders came to us, but that all three companies have been using INVINCIBLE MACHINES for years.

The highest degree of perfection in the finished product is never attained except by the employment of Machinery of First Quality.

*Quality is Inherent in Invincibles*

### Invincible Grain Cleaner Company Silver Creek, N. Y.

Representatives in—

Minneapolis, Chicago, Kansas City, Indianapolis, Remont, Ohio; Bristol, Tenn.; Philadelphia, San Francisco, London, Eng.



**PEERLESS OYSTER SHELL  
FOR POULTRY** Peerless Oyster Co.  
1507 Russell St., Baltimore, Md.

*Made from FRESH SHELLS Only*



### It takes only a spark

—only a spark to wreck the labor of months, only the click of steel on steel to destroy millions of dollars worth of life and property.

Tramp iron has many times been the cause of complete destruction—and tramp iron is sure to turn up in grain.

The cost of protection is so small. Keep it out with Dings High Intensity Magnetic Separator. Not a particle can escape. Get the Dings free bulletin.

Dings Magnetic Separator Co.  
642 Smith St. Milwaukee, Wis.

**Dings "High Intensity"  
Magnetic Separators**

*For whatever you wish to know  
about equipment or supplies used  
in or about a grain elevator ask the*

**Information Bureau**  
Grain Dealers Journal Chicago, Ill.

**10,000 SHIPPERS  
Are now using**

**TYDEN  
CAR SEALS**

Bearing shipper's  
name and consecu-  
tive numbers.

Prevent  
**CLAIM LOSSES**

Write for samples  
and prices

**INTERNATIONAL SEAL & LOCK CO.**  
Chas. J. Webb, Vice President  
617 Railway Exchange Bldg., Chicago, Ill.



### Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9 1/2 x 11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.55; weight 2 lbs.

**Grain Dealers Journal**  
309 So. La Salle St., Chicago, Ill.

**KELLOGG RADIO**  
**Kellogg Radio Equipment**  
**for Better Results**  
Kellogg Radio for the farm is a profitable investment. It gives you a direct connection with the stock market. It brings you some of your best talent, both vocal and instrumental. It brings you the educational topics of the day.  
If your dealer cannot show you our complete line of Radio Equipment, please write us. Send today for a copy of our Radio Handbook, contains valuable information.  
**KELLOGG SWITCHBOARD & SUPPLY COMPANY**  
1066 West Adams Street  
CHICAGO  
**KELLOGG RADIO**

**ONE-SHAPE GRINDERS**

**It PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface closer to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

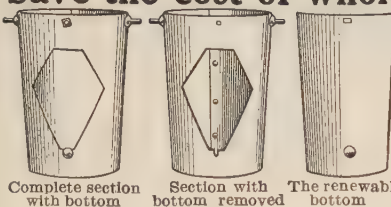
"I desire to express my appreciation of the long-lasting, trouble-proof B. W. grinder. Have used a No. 4 ten years & it is less than One Dollar per year for repairs." B. W. Watt, Jacobusburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue. G. N. P. BOWSHER CO., SOUTH BEND, IND.

By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you help it to more efficient work in improving grain trade conditions.



## Save the cost of whole new Spouts



Complete section with bottom      Section with bottom removed      The renewable bottom

Use a Kewanee Renewable Bottom Spout and when the bottom wears slip in a new one. We guarantee each Kewanee section to wear out 12 bottoms and the bottoms are made from a special analysis steel—tough and long wearing. If you wore out a set of bottoms every year the replacement cost would be little—renewable bottoms for 8" size and smaller cost about 37½ cents. And it's far less expensive to buy new bottoms than to replace entire spouts or try to patch them.

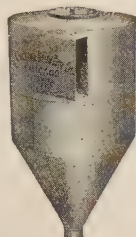
## Kewanee RENEWABLE BOTTOM Grain Spout

Order One on Trial

Give us the outside diameter, or outside rectangular measurements of your down spout, and length of spout wanted. We will ship you a Kewanee. Use it a month, six months or a year. If it's not satisfactory to you return it and we'll refund your money.

Kewanee Implement Company

345 Commercial Street  
KEWANEE, ILLINOIS



Armour Grain Co.  
Chicago  
Northrup-King Co.  
Minneapolis  
Quaker Oats Co., 5  
Plants  
B. & O. Elevator,  
Baltimore  
J. C. Hunt Grain Co.  
Wichita Falls, Tex.  
Santa Fe Elevators  
Kansas City  
Capitol Elevator,  
Duluth

## To Fit Your Conditions

We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

### Cyclone Blow Pipe Co.

2542-52 W. 21st St. Chicago, Ill.

## MORSE SILENT CHAIN DRIVES

Transmit power from  $\frac{1}{4}$  to 5,000 H.P., with positive speed ratio, 98.6% constant efficiency, quiet operation at all speeds, any convenient distance between sprocket centers, occasional lubrication, long life, low upkeep cost. Unaffected by heat, cold or moisture.

### MORSE CHAIN CO., ITHACA, N.Y.

Consult the Morse Engineer in Your Territory

Atlanta, Ga.	Cleveland, Ohio	Philadelphia, Pa.
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Chicago, Ill.	New York City	Winnipeg, Man., Can.

2150-30

# RATIN

WILL EXTERMINATE ALL YOUR  
RATS AND MICE  
WRITE FOR FULL INFORMATION

SOLD BY

THE HENNINGS, HARVING CO. INC.  
171 DUANE ST., NEW YORK, N. Y.

SEED TRADE REPORTING BUREAU  
1018 S. Wabash Ave. CHICAGO, ILL.

## Confirmation Blanks Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size  $5\frac{3}{4} \times 8\frac{1}{4}$ ".

Order Form 6 CB, Price 90 cts.

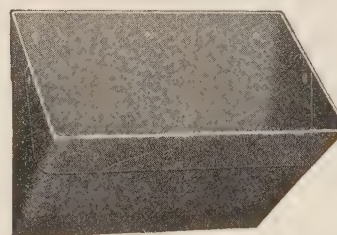
## Grain Dealers Journal

309 S. La Salle Street

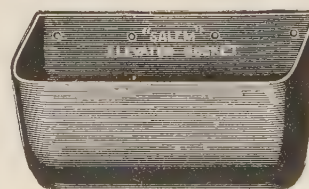
CHICAGO, ILL.

## AMERICAN Elevator Buckets

are well designed and will give excellent service. Complete stock carried



"V" HIGH SPEED



SALEM

Immediate Shipment from Stock on

LEG BELTS  
BOOTS  
SPROCKETS  
CHAIN  
PULLEYS  
BROOMS  
CAR MOVERS  
LOADING  
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ROPE  
SPIRAL  
CONVEYOR

Howe Scales

Kewanee Truck Lifts

AMERICAN  
Machinery & Supply Co.  
OMAHA



## GRAIN ELEVATOR BUILDERS

July 15, 1924.

Younglove Construction Co.,  
Sioux City, Iowa.

Dear Sirs:—

I am starting on a trip to Hancock, Iowa, tomorrow morning and will not be back for 10 days, so am sending check for \$350.00 to meet pay roll, etc. I will send the lumber and hardware bills when I return.

Wish to express our appreciation of the workmen you have sent to do the repairing here. Mr. A. Johnson, Chas. A. Clark and F. M. Lawrence are all good workmen and hard workers and men we are proud to have as friends.

Yours truly,

Farmers Elevator Co., Letcher, S. D.  
Per B. M. Halladay, Mgr.

## THE VALUE

## OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

## GEO. A. SAATHOFF

CONTRACTOR and  
ELEVATOR BUILDER

Mayer Hotel Peoria, Illinois

Cable Address "Pilenco"

## Charles L. Pillsbury Co.

Minneapolis—St. Paul

Designing and Supervising Engineers  
Grain Elevators—Flour Mills—Power Plants

## A. F. ROBERTS

ERECTS  
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ELEVATORS  
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KANSAS

## J. E. STEVENS

53 Devonshire St. Boston, Mass.

Designer and Builder of

MODERN GRAIN ELEVATORS

## W. C. BAILEY &amp; SON

Engineers and Contractors

Mills, Elevators and Warehouses

Grain Exchange Bldg., Omaha, Neb.

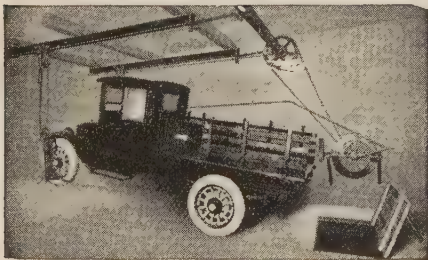
## BLOOMINGTON CONST. CO.

Bloomington, Ill.

Engineers and Contractors of

GRAIN ELEVATORS

MILLS AND STORAGE TANKS

McMillin Wagon and  
Truck Dump

Prepare to handle any style or length wagon that may come to your elevator, as the farmers are each year using more of the long coupled wide bedded wagons.

The McMillin dump handles any length wagon or truck, and they can be raised to any slope, even sufficient to discharge grain from the rough wagon beds without the necessity of getting in the bed and kicking or raking it out.

It will dump any length vehicle into one dump door. By extending the track the one device will dump into several dumps in a line in the driveway. Few, if any, changes required in your driveway, as it has no connection with driveway floor.

All dumps equipped for operating by hand or power.

Two Horse Power Motor or 4" belt from other machinery is sufficient.

Address

L. J. McMILLIN

525 Board of Trade Building  
Indianapolis, Ind.



A  
cyclone  
in the  
true sense  
of the word  
has force of  
air without any back draft.

The New "1905"  
Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

The Knickerbocker Co.  
Jackson, Mich.

WHY-A-LEAK  
—STOP IT—

## BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

THE KENNEDY CAR LINER &  
BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock,  
Ontario

To BUY or SELL  
RENT or LEASE  
an ELEVATOR

Place an adv. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL, of Chicago. It will bring you quick returns.



## GRAIN ELEVATOR BUILDERS

★★★  
**The Star Engineering Company**  
 Specialists in  
**Grain Elevator Construction**  
 Our elevators stand every test,  
 Appearance, Strength, Durability  
 and Economy of Operation.  
*Estimates and information promptly furnished*  
 Wichita, Kansas  
 ★★★

**FEDERAL ENGINEERING CO.**  
 Designers and Builders—Grain Elevators, Mills and Warehouses  
 TOPEKA, KANSAS

**MACDONALD ENGINEERING CO.**  
 DESIGNERS AND BUILDERS OF  
**GRAIN ELEVATORS**  
 San Francisco Chicago New York Toronto

**CRAMER BUILT**  
 is the mark designating the best in Grain  
 Elevator Construction at normal prices  
**W. H. Cramer Construction Co.**  
 NORTH PLATTE, NEBR.  
*ans and Specifications Furnished*

**HICKOK** Construction Co. **ELEVATORS**  
 MINNEAPOLIS

**RELIANCE Construction Co.**

Board of Trade  
 Indianapolis, Ind.

Designers and Constructors  
 of the better class of grain  
 elevators—concrete or wood.

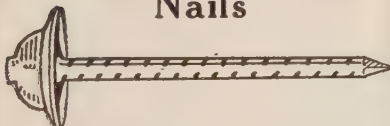
—First in Enterprise!  
 —First in Advertising!  
 —First in Circulation!  
 —First in News!  
 The Grain Dealers Journal

**D. F. HOAG & CO.**  
 Designers and Constructors of  
**GRAIN ELEVATORS**  
 Corn Exchange, Minneapolis

**L. J. McMILLIN**  
**ENGINEER and CONTRACTOR of**  
**GRAIN ELEVATORS**  
 Any Size or Capacity  
 523 Board of Trade Bldg., Indianapolis, Ind.

For elevator and mill supplies we  
 issue a net price catalog. If in  
 the market write us for one.  
**WHITE ★ STAR ★ CO.**  
 WICHITA, KANSAS

**Siding and Roofing**  
 Corrugated or Flat  
 Galvanized or Painted  
 Immediate Shipment from Stock  
**Nails**



Write—Wire—Phone



**GRAIN and COAL ELEVATORS**  
**T. E. IBBERSON CO.**  
 CONTRACTING ENGINEERS  
 MINNEAPOLIS, MINN.

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
 H. P. Roberts, V. Pres. A. E. Owen, Supt. Cons  
**Southwestern Engineering Company**  
 Designers and Builders of  
**MODERN MILLS,**  
**ELEVATORS and**  
**INDUSTRIAL PLANTS**  
 SPRINGFIELD, MO.

**HORNER & WYATT**  
 Designers of  
 Flour Mills and Grain Elevators,  
 Warehouses, Power Plants and  
 Industrial Buildings.  
 Preliminary Sketches and Estimates,  
 Valuations and Reports.  
 306 McMillen Bldg., Kansas City, Mo

**ELEVATOR SIDING**

CORRUGATED SHEET STEEL for  
 prompt shipment from our well-stocked  
 warehouses in carloads or less. Our  
 prices are always right.

**NICHOLS**  
 Wire, Sheet & Hdw. Co.

Kansas City, Mo. Joplin, Mo.  
 Davenport, Ia. Muskogee, Okla.  
 Ft. Scott, Kans. Tulsa, Okla.  
 Phoenix, Ariz.

C. T. STEVENS C. E. ROOP C. B. BARUTIO  
**Stevens Engineering & Construction Co., Incorporated**  
 Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS  
 GRAND-LACLEDE BUILDING ST. LOUIS, MISSOURI

## Receiving and Stock Book

Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 2 lbs. 5 oz. Price \$3.00.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.

Upon readers patronage of its  
 advertisers depends the success of  
 the *Grain Dealers Journal* work.  
 Will you mention it?



## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



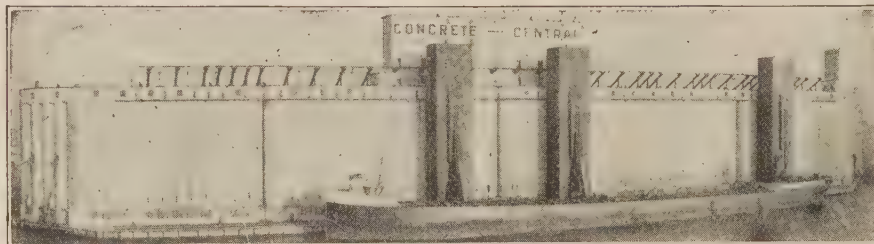
This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

**Folwell-Ahlskog Co.**

Engineers and Constructors

Chicago, Illinois, U. S. A.

Operated by  
The Eastern Grain,  
Milland Elevator  
Corporation

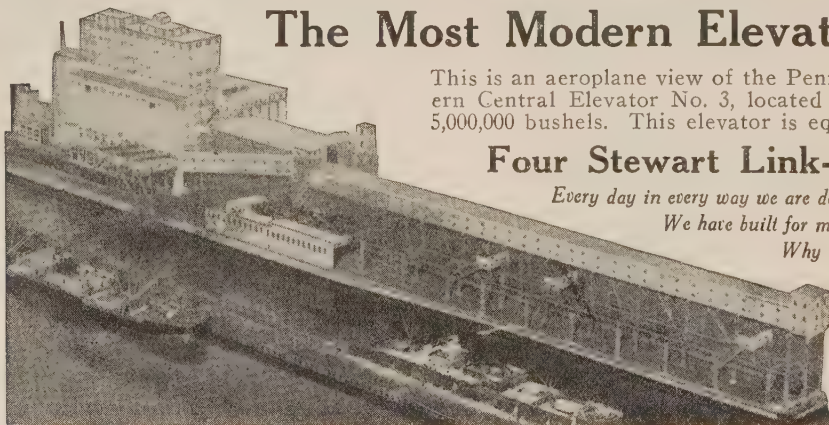


Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

**Monarch Engineering Company**  
Buffalo, N. Y.

## The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

**Four Stewart Link-Belt Grain Car Unloaders**

*Every day in every way we are designing and building better and better Grain Elevators.*

*We have built for many of your friends—Eventually we will build for you  
Why not now?*

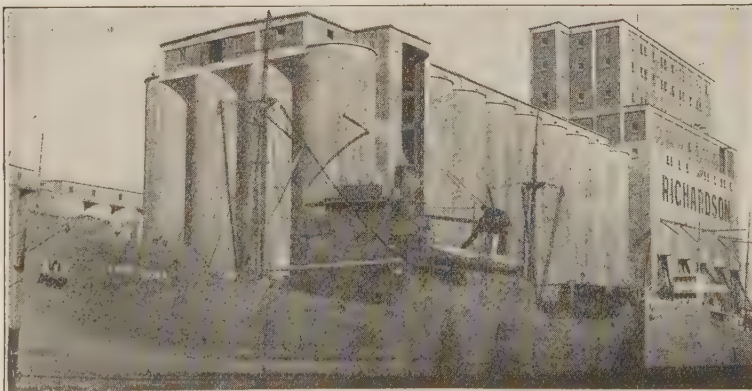
**James Stewart & Co., Inc.**

Designers and Builders

**GRAIN ELEVATORS**

In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.



## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

The Grain Growers' Grain Company, Limited.

**THE BARNETT-McQUEEN  
COMPANY, LIMITED**

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.



2,000,000 Bushel Elevator  
3,000 bbl. Flour Mill  
Office Building  
Power Plant  
Warehouses  
and other  
Buildings

Built by

**Fegles Construction Co., Ltd.**

Minneapolis, Minn.

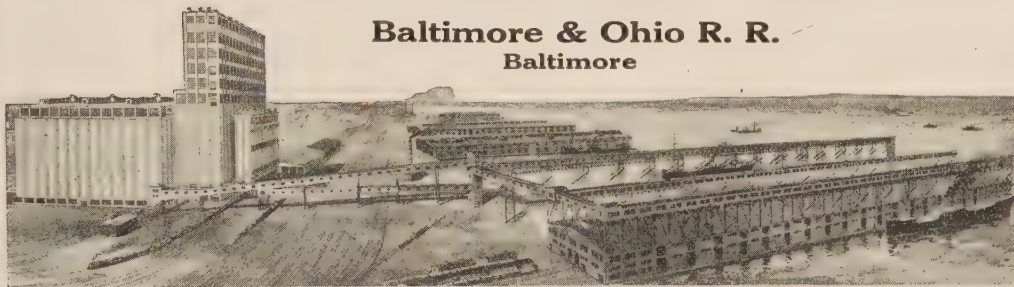
Ft. William, Ont.



State Owned Mill and Elevator, Grand Forks, N. D.

*"A 1923 model that speaks for itself"*

**Baltimore & Ohio R. R.**  
Baltimore



**John S. Metcalf Co.**

Grain Elevator Engineers

108 S. La Salle Street  
Chicago, Ill.

54 St. Francois Xavier  
Street

Montreal, Que.

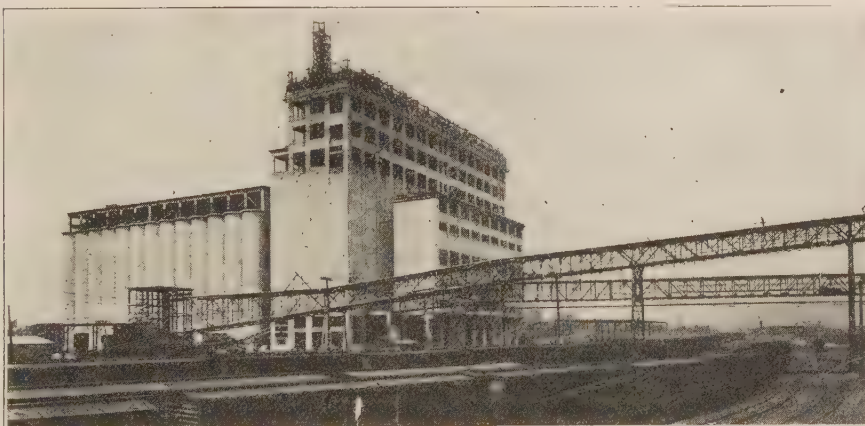
also at

Melbourne,  
Australia

Buenos Aires,  
Argentina

Vancouver, B. C.

London,  
England



**Terminal Grain Elevator**

Capacity 3,800,000 Bushels

for

The Baltimore and Ohio R. R. Co.  
Baltimore, Md.

Now under Construction

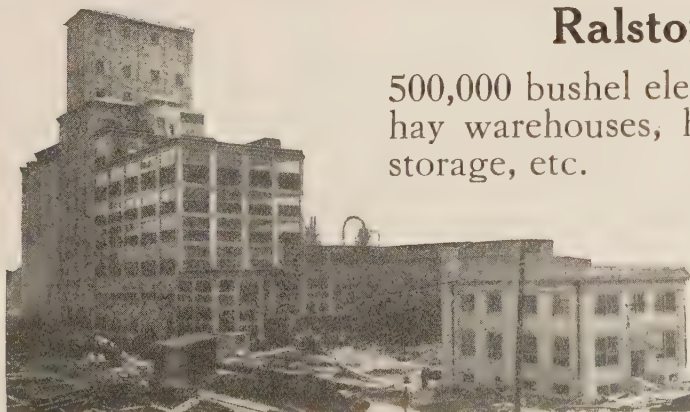
By

THE **M. A. LONG** CO.

Engineers and Constructors  
Grain Elevator Department

Baltimore

Maryland



**Ralston Purina Company**

500,000 bushel elevator and mixed feed plant including  
hay warehouses, hay grinding mill, office, molasses  
storage, etc.

Designers and Builders

**Jones - Hettelsater Construction Co.**

Grain Elevators—Flour and  
Feed Mills

706 Mutual Bldg. Kansas City, Mo.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**SO. DAK.**—Elevator for sale in good grain and corn belt; a real bargain. For particulars write F. A. Kohlhoff, Stratford, So. Dak.

**OHIO**—Two elevators and coal business for sale, good grain territory, good roads. Address 52F28, Grain Dealers Journal, Chicago, Illinois.

**ILLINOIS**—If you want to buy, sell or trade for an elevator it will pay you to call on or write C. A. Burks, 118½ East William St., Decatur, Illinois.

**NORTHERN ILLINOIS**—3 country grain elevators for sale with lumber yard attached. All in good repair. Address 51W2, Grain Dealers Journal, Chicago, Illinois.

**OHIO**—20,000 bu. capacity grain elevator and feed store located in Fayette County, Ohio; electric power. Selling to close estate. Write F. W. Gangwish, Washington, C. H., Ohio.

**NORTHERN IOWA** elevator for sale, located in very good town with good territory for business. For terms and particulars address 52J8, Grain Dealers Journal, Chicago, Ill.

**YOU MAY BE MISSING SOMETHING.**  
**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**NORTHWEST IOWA**—33,000 bushel elevator for sale, good state of repair; good territory, station ships 400,000 bushels annually; two buyers. Address 53R7, Grain Dealers Journal, Chicago, Illinois.

**INDIANA**—Well located elevator for sale in good city of 10,000, in heart of best farming district in Indiana. Good reason for selling and low price. Address 53Q31, Grain Dealers Journal, Chicago, Illinois.

**SOUTHWEST KANSAS**—New elevator for sale; best wheat crop; no competition; in new town; year around proposition; will ship from 100 to 150 cars per year. Address 53N5, Grain Dealers Journal, Chicago, Ill.

**MINNESOTA**—Grain elevator and feed mill for sale; doing good grinding business every day; only mill and feed dealer in town. Other business requires my time. Address Wm. Cummings, Hugo, Minn., for particulars.

**NEBRASKA**—70,000 bu. capacity elevator, crib construction, covered with sheetiron, for sale; warehouses attached for handling sacked grain; located on the Burlington right-of-way. Address 53N11, Grain Dealers Journal, Chicago, Illinois.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**MISSOURI**—21,000 bu. capacity frame elevator for sale, in good condition; gasoline power; could have electric power if wished, as have a good electric power plant nearby; rock foundation. One seed house near the office and elevator, frame, about 20'x26'x8', post foundation. One good two-story frame building near office about 30'x80' with rock foundation and basement under one-half of the building; could be used for poultry house, mill or feeds. Coal sheds. Address 53N16, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**IOWA**—Going grain business for sale. Small town; no competition. Address J. W. Martin, Otho, Iowa.

**NORTHERN INDIANA**—10,000 bu. capacity iron clad elevator for sale, nearly new, with feed house attached. L. B. 241, LaGrange, Ind.

**ILLINOIS**—Elevator in Corn Belt for sale. Station Arcola, Illinois. Good drawing territory. Price \$12,000. Inquire R. O. Harris, Arcola, Illinois.

**CENTRAL NEBRASKA**—50,000 bu. cribbed elevator for sale; good grain territory; town of 6,000; only one buyer. For particulars address Byrnes & Gietzen, Columbus, Nebr.

**MINNESOTA**—40,000 bushel capacity elevator for sale in best farming section of Southeastern Minnesota. Annual receipts 200,000 bushels. For information write F. E. Crandall, Receiver, Mankato, Minnesota.

**INDIANA**—15,000 bu. capacity elevator, 7 room house, 2 town lots and 7 acres ground adjoining, 9c rate to Chicago; priced at \$7,000 for quick sale. Address 53P7, Grain Dealers Journal, Chicago, Illinois.

A former Iowa elevator owner who advertised his plant in our "Elevators For Sale" columns writes in as follows: "I sold my plant to the first party answering my ad which I had in the Journal."

**HOLMQUIST, SO. DAK.**—Good cribbed elevator for sale. Or will rent, bushel basis, with option to buy. Bumper crop this year. Look this up. Address Geo. B. Wagner, 909 Chamber of Commerce, Minneapolis, Minn.

**CENTRAL ILLINOIS**—15,000 bu. elevator for sale; on private ground; electric equipment; located on I. C. R. R.; best grain country. Price right; can make terms; possession at once. Write 53R5, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR FOR SALE**—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

**CENTRAL MICHIGAN**—Iron clad grain and bean elevator in one of the best bean growing sections in Central Mich. for sale; fully equipped; in No. 1 condition; side lines coal, cement, feed, tile, etc. Address 53P5, Grain Dealers Journal, Chicago, Ill.

**NEBRASKA**—Grain elevator, offices, scales, warehouse and coal sheds; located on main line of C. N. W. Ry.; 35 miles from Omaha in the Elkhorn Valley. Best grain growing section in Nebr. Priced right. Some competition. A big opportunity for a live man. Address 53Q23, Grain Dealers Journal, Chicago, Ill.

**BARGAIN IF TAKEN AT ONCE**—Someone is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATOR FOR SALE, LEASE OR TRADE.

**WISCONSIN**—45,000 bus. concrete elevator for sale, lease or trade; on 7 lots; 3 tracks on C. M. & St. P.; in best condition; opportunity to build up large feed business. Reasonable price. P. J. Mueller, 1464 Byron St., Chicago, Ill.

## ELEVATOR BROKERS.

**ALWAYS HAVE** grain elevators for sale. J. M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## ELEVATORS WANTED.

**WANT** to lease elevator at good point with option of buying by an experienced grain man. Kansas or Nebraska preferred. Address 53R15, Grain Dealers Journal, Chicago, Ill.

## BUSINESS OPPORTUNITY

**OPPORTUNITY** for feed mill in Louisiana. 3,000 acres reclaimed marsh land with 2 modern pumping plants, canals, drainage ditches, houses for labor and one dehydrating hay plant; land produces 3 to 5 cuttings per season, yielding ton per acre per cutting of dried hay; hay plant in operation with output 1½ to 2 tons hay per hour; a site for mixing plant available on railroad and water; want to sell half interest in above and take stock in feed mixing plant will send full particulars in first letter to interested parties who furnish satisfactory references. Address 53R1, Grain Dealers Journal, Chicago, Illinois.

## SITUATION WANTED.

**MANAGER** with 15 years' experience wishes position with line co., Ind. or Ohio preferred. Write 53Q26, Grain Dealers Journal, Chicago.

**WANTED**—Position as manager of elevator; 20 years' experience in the grain business; am a good bookkeeper. Address 53Q4, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED** as manager of grain elevator. Have had twenty years' experience. Illinois preferred. Address 53R9, Grain Dealers Journal, Chicago, Illinois.

**WANTED**—Position as manager grain elevator; 12 years' experience in grain and coal business; reference furnished. Illinois preferred. Address Simon Lark, Fithian, Ill.

**WANTED**—Position as manager of country elevator. Have had 15 years' experience in the management of both line and farmer houses. Can furnish first class reference. Address 53P8, Grain Dealers Journal, Chicago, Ill.

**WANT** position as manager with some line house or farmers' elevator company in good grain country, preferably Kansas or Nebraska. Have had 8 years' experience handling grain and seeds, 6 years in implement retail, including 6 years in general mercantile; can furnish good references in any line; can start at once. Address 53N10, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

**EXPERIENCED GRAIN MEN** wanted by an old established grain commission company to represent them in various sections of Iowa on very favorable brokerage basis. Address 53R11, Grain Dealers Journal, Chicago, Ill.



## It's Money in Your Pocket

to use the Universal Grain Code. Read the following letter, written by a firm that is well known and who are users of the Universal Grain Code.

111 W. Jackson Blvd.

Chicago, Nov. 3, 1920.  
Grain Dealers Journal,  
305 So. LaSalle St.,  
Chicago, Ill.

Gentlemen:

We beg to advise that ever since the publication of the Universal Grain Code, we have used it continually with most of our brokers, and find it very satisfactory indeed. We found it a little difficult at first to educate some of our brokers to its use, but finally overcame any objections they had and now we use it almost entirely in transacting our cash grain business between the various markets in the East and Chicago. It is not only very complete in all details but is made up in a manner that permits of considerable saving in telegraph toll.

Yours very truly,

J. C. SHAFFER GRAIN  
EMC\*ES COMPANY

Note what they say about the completeness of the code and how easy it is to find words thru the convenient arrangement. Many other grain firms say the same.

The code contains 146 pages of policy bond paper on which are printed over 14,000 code words for modern, up-to-date trade expressions, every one of which will effect a saving in your telegraph bills.

Follow the example of the J. C. Shaffer Company and stop the leaks in your profits by using an up-to-date, complete grain code.

Send your order today  
Price \$3.00

## Grain Dealers Journal

309 So. LaSalle St. CHICAGO

### SCALES FOR SALE.

**HOPPER SCALES:** One insertion sold mine. I made money and saved the purchaser money, so we are both happy—thanks to the Journal.—E. H.

**FOR SALE**—One 4 bu. Richardson and two Richardson 8 bu. automatic scales. All self compensating; fine condition. One 8 bu. Avery; one R. R. track scale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

### FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed, made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.75 per hundred or in lots of 500, \$2.50 per hundred, f.o.b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

### BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted\* Second-hand bags, best prices paid.  
WM. ROSS & CO., 409 N. Poria St., Chicago.

### FUNNY EXPERIENCES.

#### FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill

#### WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

### MACHINES WANTED.

**WANTED**—Portable bag piler, AC motor. A. K. Zinn & Company, Battle Creek, Michigan.

**WANTED**—Barley scouring machine. Send description and lowest price. The Dadmun Co., Whitewater, Wisconsin.

**WANTED**—A style "B" Korn Kracker equipped with Grader and Polisher. We want a good second hand machine and at a bargain. The McMahan Company, Valparaiso, Indiana.

**WANTED**—Two second-hand Cyclone Dust Collectors large enough to take care of a No. 6-A No. 34985 Huntley Receiving Separator. Lexington Elevator & Mill Co., Lexington, Ohio.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

**WANTED**—1 Sutton Steele & Steele Gravity Cleaner.

1 Bag Sewing Machine.

1 Clipper Seed Cleaner.

1 Multi-color or Multigraph Printing Machine.

Please send offers with full descriptions to 53Q3, Grain Dealers Journal, Chicago, Ill.

### DYNAMOS—MOTORS.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

### ENGINES FOR SALE.

40 H. P. FOOS Coal Oil Engine for sale. Good order; \$250. Manson Grain Company, Colfax, Indiana.

**GAS ENGINE**—30 h.p. Stover, excellent shape. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

**ONE FAIRBANKS-MORSE** Type Y Oil Engine for sale. Used but a few weeks. M. B. McFeely, 714 Heed Bldg., Philadelphia, Pa.

**OIL ENGINES**—35 horsepower Primm.

40 horsepower Venn Severen.

25 horsepower Fairbanks-Morse.

50 other sizes.

A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

### SCALE WEIGHTS WANTED.

**WANTED**—100 50-lb. scale weights. Address Geo. J. Betzelberger, Delavan, Ill.

## Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight, 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.



## MACHINES FOR SALE.

**FOR SALE**—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

**FOR SALE**—One No. 0 Adt Steam Dryer, 44-inch diameter by 24 feet long, in perfect condition, suitable for grain drying, etc. The Crown Cork & Seal Company, Baltimore, Md.

**STEEL** over head wagon dump, \$65; combination wagon or truck dump, \$275; car loader, air blast, \$95; steel frame pitless scale, 5-ton, \$50; Richardson scale, \$250; hammer feed mill, new, \$400. W. W. Pearson, Upland, Ind.

## ATTENTION! BARGAIN.

Four—120 bushel Nordyke & Marmon Drier, and Cooler, latest style. Wire us for price on these. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

**FOR SALE**—Single Pair (7-12) Barnard & Leas Roll Feed Mill. Le Page cut Rolls just recorrugated. Price \$50.00.

No. 176 Eureka Double Receiving Separator. Very good shape. Price \$100.00. J. S. Klingenberg & Son, Concordia, Missouri.

**FOR SALE**—1 35 h.p. Brownell, Ohio, Standard Boiler, in first-class condition.

1 25-h.p. Brownell Engine.

1 10,000-lbs. Howe Hopper Scale, good as new.

1 No. 8 Bowsher Feed Grinder, complete with stand of elevators and sacker, and an extra set of plates. Martin & Rehmer, Troy, Ohio.

**FOR SALE**—2 10-pound to 30-bushel Howe D Stationary Bagger or bulk Automatic Scales. 1 5,000-bu. 24-hour, Ellis Dryer, in place.

1 250-h.p. Hamilton Corliss Steam Engine, in place.

1 bag Stack 12' 6" Elevator, 22" wide.

1 75-h.p. 6 cy. 440 volt GE Motor Starter.

Elevator belts, buckets, on or off. Bargains. Gebhart and Allen, 600 N. Water Street, Decatur, Illinois.

## REAL BARGAINS.

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

W. R. Leathers, Mgr.

9 S. Clinton St.

Chicago, Ill.

## MACHINES FOR SALE.

## ATTRITION MILL.

Two—36" Bauer Ball Bearing Attrition Mills, cheap for quick sale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—Two 17x22 International Power Hay Presses; nearly new; A-1 condition and 2 Belt Power Tractors. Cheap for quick action. F. Hinderer & Sons, Elmira, Ohio.

**FOR SALE**—3 steel elevator legs, complete. 14"x21", inside measurements. Also 1500' of 12" conveyor in metal box, excellent shape. Standard Mill Supply Co., Kansas City, Mo.

**FOR SALE**—Large feed mill grinder manufactured by Williams Patent Crusher Co. Their Size "C" Miller's special grinder complete, excellent condition, exceptionally low price. Mohawk Asbestos Slate Co., Inc., Utica, N. Y.

## ATTENTION, OAT CLIPPER.

One No. 10 Invincible Oat Clipper including Out Board Bearing. Wire us for price on this. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Missouri.

**BOSS AIR BLAST CAR LOADER** for sale at bargain price for cash; rebuilt; guaranteed as good as new; load cars without scooping. Cannot injure the grain because grain does not pass through fan. Act quickly. Maroa Manufacturing Company, Maroa, Illinois.

**ONE GUMP** Ideal Cornmeal and feed screen shaker; never been used; cap. 25 bus. per hour; with extra screen. One Sprout Waldron 16" French Burr cornmeal and graham machine; used 1 season; cap. 2,000 lbs. day; 1st class condition. Offer the 2 machines for \$125. Jameson Elevator Co., South Coffeyville, Okla.

**FOR SALE**—1 90-bushel Eureka Clipper equipped with shoe and ball bearings. New. 1 200-bushel Monitor Receiving Separator. 1 80-bushel Monitor Corn Scourer. These machines have been used less than 30 days and can be bought cheap. For further information and prices, write 53R12, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE**—S-W All-steel paddle mixing conveyor, complete with tank and pulley, in fine shape. Snap at \$68.

S-W Double Roller Mill, 9"x24", with extra pair Le Page cut rolls. In good used condition. Only \$128.

S. Howes Co., Inc., Eureka Works, Silver Creek, N. Y.

**ONE COMPLETE POWER PLANT** for sale including—

1 Atlas Corliss Engine, 150 h.p.

1 Westinghouse Electric Generator, Alterating Current.

1 Peerless Exciter Direct Current Generator.

1 Westinghouse Exciter, direct current.

1 Sterling Boiler 190 h.p., including water pumps.

This equipment all in first class condition. The Raymond P. Lipe Company, Toledo, Ohio.

## MACHINES FOR SALE.

**FOR SALE**—1 Mattoon car loader and cleaner; 1 8 bu. Richardson Automatic Scale; Hopper Scales; 1 American Sheller; 1 No. 3 Western Sheller; 3 Dreadnought 20" Attrition Mills; 2 Unique 18" mills; 1 22" motor driven Attrition Mill (new); 1 three high 9x18 N & M feed roll; 1 9x24 two high N & M; 1 9x24 three high; 9x18 single roll; Cornmeal bolters; Corn Cleaners and Graders; Reels; 1 Monitor Bean Cleaner; Giant Bean Cleaners; 10 Clutch Pulleys; motors 30 and 60 cycle; Monitor Wheat Cleaners; Clipper; Bean Cleaner; 2 Huhn Grain Driers; Iron Elevator Boots; elevators complete for belts from 3 to 20"; Elevator Buckets; Metal Spouting and Elbows; 1 Sheave drive; blowers; dust collectors, cyclone type; 1 Gruendler Whirl Beater; Feeders, Mixers, Hangers, ball bearing; shafting pulleys; 1 15 H.P. Fairbanks Engine; 1 40 H.P. oil engine. Everything for the elevator. Write us your wants. A. D. Hughes Co., Wayland, Michigan.

## SEEDS FOR SALE—WANTED

**FOR SALE**—Georgia ground unbolted cornmeal. Car lots. Evans Milling and Feed Company, Claxton, Georgia.

**SEED BUYERS AND SELLERS** can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

## FEEDS FOR SALE.

**CAN QUOTE PRICES** on ground feed in car-load lots, Corn, Oats, Rye and Barley, and can also sack in bulk. Correspondence invited. Norfolk Grain Corp., Norfolk, Nebr.

## Bargain Sale in Soiled and Shelf Worn Books.

Two Railroad Claim Books containing 100 sets of claim blanks for overcharge and index. \$1.50 each and postage. Order "Special 411-E."

One Railroad Claim Book containing 100 sets for loss of weight in transit and index. \$1.50 and postage. Order "Special 411-A."

Gold Bricks of Speculation, a study of speculation and its counterfeits and an exposé of the methods of bucketshop and "Get-Rich-Quick" swindles. This book contains chapters on Bucketshops; Methods; and the Bucketshopper; The E. S. Dean swindle; History of the Franklin Syndicate; Advance Information Buros and Brokers; Advisory and Discretionary Brokers; Pools, Syndicates, Combinations, etc.; Floating the Stock of Corporations; Turf Swindles, or "Playing the Races" and Book-making by Proxy; Fake Trade Journals; The "Sucker List; The "Fake" Mercantile Agency; "Fake" Banks and Bankers and How References Are Sold; The "Convenient" Stock Exchange; General Ignorance of Exchange Methods; Commercial Exchanges; Chicago's Growth as a Grain, Provision and Seed Market; "Futures"; Speculation; Speculation vs. Gambling; Produce and Cotton Exchanges in Their Own Defense; Market Quotations, their uses and abuses; The Duties of Exchanges; Press, Banks, and of the Government. We have four of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. (Weight four pounds.) Order "Gold Bricks of Speculation, special."

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago Ill.

## KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

SHIP YOUR HAY  
to  
ALBERT MILLER & CO.  
192 N. Clark St. CHICAGO, ILL.  
Good Sales—Prompt Returns



# SEEDS FOR SALE—WANTED

## Field and Grass Seed Trade Directory

### ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds

### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

### BUFFALO, N. Y.

Stanford Seed Co., The, wholesale field seeds.

### CHICAGO, ILL.

Barkemeyer Grain & Seed Co., field seed dealers.

### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

### COBURG, IOWA

McGreer Bros., whlse. seed corn our specialty.

### CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

### INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

### LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.  
Louisville Seed Co., clover and grasses.

### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.  
Teweles Seed Co., L., seed merchant.

### MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., field seeds.

### NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants

### ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

### ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

### TOLEDO, OHIO.

Crumbaugh-Kuehn Co., wholesale field seeds.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

### LOUISVILLE SEED COMPANY

Incorporated  
Louisville, Ky.  
Headquarters for  
**RED TOP AND ORCHARD GRASS**  
BUYERS AND SELLERS  
OF ALL VARIETIES

### The Toledo Field Seed Co.

#### Clover and Timothy Seed

Consignments solicited Send us your samples  
TOLEDO, OHIO



## CRAWFORDSVILLE SEED CO. FIELD SEEDS

CRAWFORDSVILLE, INDIANA

### ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder  
Seeds, Sudan Grass, Soy Beans, Cow Peas  
First and Victor Streets St. Louis, Missouri

### North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS  
Milwaukee, Wisc.  
"THE HOUSE OF QUALITY"

## KELLOGG SEED COMPANY

MILWAUKEE, WISCONSIN  
FIELD AND GRASS SEEDS

### The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.  
ATCHISON KANSAS

### The Stanford Seed Company

(INCORPORATED)  
Wholesale Field Seeds  
BUFFALO - N. Y.

### NUNGESSER-DICKINSON SEED CO.

New York, N. Y.  
BUYERS AND SELLERS  
Clover and Grass Seeds

### The J. M. McCullough's Sons Co.

BUYERS—SELLERS  
Field and Garden Seeds  
Cincinnati - - - Ohio

### Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA  
Buyers and Sellers  
CLOVER and TIMOTHY SEED—GRAIN

## COURTEEN Seed Company

Weekly Price List on Request.  
Milwaukee, Wis.

### L. Teweles Seed Co.

MILWAUKEE, WIS.  
Grass and Field Seeds

### The Crumbaugh-Kuehn Co.

TOLEDO, OHIO  
We Pay Top Prices for Your Seeds—Your Track or Toledo Send Samples  
TOLEDO, OHIO  
Samples, Prices and our Market Letter Upon Request—We Deal in Both Cash and Futures.  
CLOVER SEEDS  
Sweet Clover  
Alsike Alfalfa  
Timothy

### OCTOBER CLOVER SEED

Circular just issued gives summary of conditions and trading requirements.  
Sent on request  
Southworth & Co., TOLEDO OHIO  
"Alive Since 1881"

## BARKEMEYER

Grain & Seed Company  
Chicago

## SEEDS

Bag Lots or Car Lots

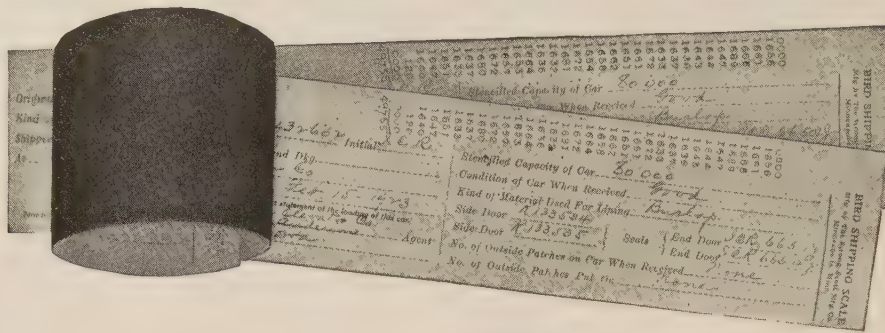
### BUYERS AND SELLERS

of Grain Elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

## WANT ADS

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.





# No Loop-holes for Mistakes

Here's a scale ticket made by the Bird Scale—automatically printed in triplicate.

This record shows that the scale was in balance before and after loading the car; that every draft and every dribble was weighed by hand right down to the last pound; and that the part draft was also weighed, not guessed.

The Bird Scale eliminates uncertainty. There are no loop-holes for errors. Dust, cobs, paper, straw, etc., cannot affect its accuracy. And it is self-aligning—unaffected by settling of the building.

Placed in the cupola. Loads as well, if not better than any other scale. All work done on the work floor—no trips to the cupola.

Large capacity—3500 bu. per hour, 50 bu. per draft. Loads a car in half an hour. Sells for half the price of other automatic scales of the same hourly capacity.



No Trips to  
the Cupola

## BIRD SCALE

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## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, AUGUST 25, 1924

### The Grain Trade Publishers Agree.

We, the undersigned publishers of magazines in the interests of the grain trade of the United States, now as always, having the best interest of the National Association at heart, hereby agree that if the Grain Dealers National Ass'n will discontinue the publication of "Who is Who in the Grain Trade" as a trade periodical, we will grant the Secretary of the Association at least two pages in each number of our various publications without charge; the reading matter to be devoted to the work and the interests of the Grain Dealers National Ass'n.

We have no objection to the Grain Dealers National Ass'n publishing a list of its members as formerly, but do object to its soliciting subscriptions and advertising for a magazine in competition with us.

American Elevator & Grain Trade,  
A. J. Mitchell, Treas.  
The Price Current-Grain Reporter,  
J. Carver Strong, Mgr.  
The Co-operative Manager & Farmer,  
J. F. Flemming, Mgr.  
Grain Dealers Journal,  
Charles S. Clark, Mgr.

SPROUTING OATS and smutty wheat promise to make profits very uncertain for country shippers and just the contrary for terminal mixers. With so much wet grain in the country east of the Rockies, a first-class drier and a moisture testing equipment should prove unusually profitable to every country grain buyer.

THE REPEAL OF the Capper-Tincher law would give the market such momentum that even Senator Capper would wonder what happened.

FOR SOME unaccountable reason, the black rust scare seems to have gone into obscurity. Anyhow no one has credited this disease with destroying the spring wheat crop for nearly ten days.

ONLY THIRTEEN elevators were struck by lightning recently, as reported in news columns in this number, and we doubt if any one of the thirteen was properly equipped with standard lightning rods.

COUNTRY WHEAT buyers who have tried to purchase wheat on the protein content basis have invariably stirred up a lot of friction with their customers and taken on an unusual amount of worry for themselves.

THE COMBINATION of a wood shingle roof on a frame elevator at Otis, Kan., with a hot spark from a passing locomotive soon reduced a perfectly good elevator to ashes. A fireproof roof would have been a splendid investment for all concerned.

THE RAPID change in weather conditions has resulted in so many quick changes in the prices of grain recently the wonder is anyone would dare to buy a bushel with the expectation of holding it over night, but the speculators are still active and seldom has anyone failed to make good on his contracts.

AN INDIANA company which lost its elevator by fire recently will not rebuild and the stockholders insist that the directors must meet the company's indebtedness as their names are on the notes. Such gratitude no doubt will encourage other directors to finance grain corporations at their own expense.

IT WILL grieve those farmers who parted with perfectly good money to help the U. S. Grain Growers, Inc., to organize a real grain marketing agency to learn that notwithstanding the receipts of grain in all terminal markets have been very heavy for over a month, not a single car has been consigned to this philanthropic organization. Whispered inquiries seek its whereabouts in vain.

IF THE Board of Trade would post at the close of each month a report of the weather conditions and farm activities in Argentine Republic and Australia the crop prognosticators and the wise theorists might refrain from killing crops of these countries before they are planted. Just now both countries are enjoying the approach of spring, yet reports of damage to crops not yet planted are daily circulated by men who should know better.

GRAIN SHIPPERS who are champions of organized trade effort will be both amused and pleased by the story of how the secretary of the Michigan Hay and Grain Dealers Ass'n induced the C. & O. R. R. to change its stubborn stand against participating in certain routing arrangements. If you are interested in learning how the Ass'n's influences often effect favorable results, do not fail to read Secretary Hubbard's report published in this number.

SEC'Y WALLACE and his pet Government Export Corporation would have been sorely grieved had the weather man taken all control of the grain market out of their hands. And just to think the Weather Controller did not even consult Congress about boosting the prices of all farm products. An inexcusable oversight.

THE CO-OPERATIVE elevator companies of Ohio are protesting bitterly against the Ohio State Farm Bureau distributing large quantities of commodities now handled by the co-operative companies at cost. They have invested much money in facilities and goods in the hope of helping their farmer friends to obtain needed supplies conveniently. The point raised by the co-operative elevator companies of Ohio is that the Farm Bureau, being supported by the tax money levied upon the co-operative elevators, is not in a position to use the tax money in supplying goods in which they deal to their customers.

SOME PROFESSIONAL political vote chasers advocate reduced freight rates in an attempt to get the votes of several million interested farmers. They would use the backbone of the country, its transportation system, as a cat's-paw to secure political jobs for their own interests. Then the carriers would be left, broken, without backing, to shift for themselves with the remains of their assets. E. W. Beatty, chairman and pres. of the Canadian Pacific lines, says, "In most business lines cost to the consumer is based on cost of production. I cannot see why it should be different in selling transportation."

THAT NOTORIOUSLY useless Federal body, known as the Federal Trade Commission, has ordered a large manufacturer of soap to discontinue advertising his soap as "naphtha soap" because it contains but a small percentage of naphtha. We are wondering what will become of the grain dealer who advertises and offers for sale "Snow Ball" popcorn. The milling companies which are trying to sell "Polar Bear," "Gold Dollars," "Thunder Bolts" and "Honey Bee" flours and many other names used as brands to identify a make of flour will have to be discontinued because the supply of polar bears, gold dollars, snow balls and thunder bolts will soon be exhausted. For making a mountain out of a mole hill, the Commission is really a wonder.

THE RUMOR that some of the country elevator owners were planning to convert their elevators into arks may be well founded on weather conditions in their section, but the weather man denies there is any prospect of anybody needing an ark. A moisture tester will enable shippers to buy grain right and in keeping with its moisture content, while the use of a modern drier will enable them to place all grain in a marketable condition before loading it into cars. Those who delight in taking unnecessary chances will rush their damp grain to market without testing it and without drying it. If you can't afford to take such long chances, better not attempt to pay the top of the market for wheat containing 20 to 30% moisture, as the excessive moisture in the wheat is decidedly dangerous.



A TRICK to get more cars than the rules allow in time of car shortage failed to work, as told elsewhere in this number, in a decision by the Supreme Court of Kansas July 5. A grain buyer in the town cleverly passed the buck to the farmer by buying his wheat "delivered" in a car. If the farmer got the car the dealer would have handled one more car than his share of the cars available; and if the farmer failed, the dealer would be nothing out. Operators of elevators will be pleased that the court held the wheat, a mile away on the farm, was not "available for prompt loading" as required by the rules governing the distribution of cars.

LOCOMOTIVE SPARKS getting into elevators are not infrequent causes of burning elevators. Such was the case of the elevator at Chalmers, Ind., owned by the Barr Grain Co., which went up in smoke on July 31, causing a loss estimated at \$25,000, only partially covered by insurance. A spark from a locomotive passed thru an open window into the elevator and set fire to a pile of corn cobs in the cob room. Commenting on the case, E. Arms, manager of the Mutual Fire Prevention Buro, added, "Whether windows are to be opened or not they should be protected by heavy wire screens." It is one of the added safety precautions advisable in taking care of an elevator which is frequently showered by locomotive sparks.

### Bankers Must Speed Up Drafts and Bs/L.

The difficulty recently experienced by grain shippers in getting bills of lading to destination in advance of arrival of shipment is such a novelty that many shippers have doubted the ability of the railroads to make such prompt delivery until they had been called upon to pay demurrage on eight or ten shipments.

The hurry-up service now being given the grain shipping public by all the leading grain carriers is a delight and should be encouraged by everyone identified with the trade. Not only does it reduce the interest charge on drafts made against bills of lading, but it also minimizes the chance of damp grain getting out of condition in transit. Grain shippers can protect themselves against losses from delayed delivery of papers at destination by warning bankers against sending papers in a roundabout way, and insisting that the bank at fault pay any demurrage charge against the shipment by reason of delay in forwarding papers.

In the interest of all concerned the bankers should be glad to expedite the presentment of drafts at destination. Bankers influenced by the small interest earnings on the draft should be given to understand that it will be necessary for them to forward all papers direct to destination, or it would be done by the shipper.

The delay of the papers will not only increase the shipper's interest charge on advances obtained, but it will also increase the demurrage levied by carriers at destination. In the interest of economy and efficiency every shipper must insist on all papers being handled at least as expeditiously as are the shipments. Then no extra charges will be assessed and all will be glad to speed up their work.

### Time for the G. D. N. A. to Investigate its Own County Agent.

Secretary Quinn in his attempt to excuse the venture of the National Ass'n into the publishing business takes occasion to indulge in a number of uncalled for unkind personalities for which our Mr. Clark is duly appreciative. To start with, Charles S. Clark is neither the owner or editor of the Grain Dealers Journal, and Quinn knows it. The Secretary is not in a position of advantage to measure the value of reading matter published in any trade journal. His judgment is biased and, what is more, that is not what the National Association pays \$6500 a year for.

His charge that Mr. Clark is peevish is groundless. It is simply Clark's sincere interest in the welfare of the grain trade that prompts the suggestion that the National Association make a thoro and intelligent investigation of its own activities in the publishing field. If an earnest-minded, and far-seeing committee conducted such an investigation it would surely divert the moneys and energies now being wantonly wasted in the publishing business to legitimate association work. It is time for the trade to awake and look about.

The charge that "the policy of Editor Clark toward the grain trade is one of exploitation and not one of service" is false and he knows it. The Grain Dealers National Ass'n was promoted and organized by this same Editor Clark. He drafted the first constitution, got up the first program, arranged for and called the first meeting and acted as secretary of that meeting. Then after Secretary W. H. Chambers found it would be difficult for him to give any more time to the association, this same Editor Clark provided office space and served the National Association four and one-half years and secured the affiliation of all the State and local associations with the single exception of Nebraska. After being re-elected as Secretary at Des Moines in 1901, he resigned feeling that the interest of the Association could be better promoted by a Secretary giving his entire time and energy to Ass'n work. Through all the years since, he and this publication have given the Association earnest support, and when it floundered on the rocks at Niagara Falls meeting in 1905, this publication went down in its pocket to advance funds for the Ass'n's continuance, just as did other loyal friends of the organization.

Mr. Quinn's charge of "selfishness and attempting to create false impressions," is groundless. Again we thank him for his unkind personalities. They do not enter into the discussion and have no bearing on the merits of the case.

The continual friction between the Secretary-Editor of the National Association and the legitimate grain trade publication does not help the trade. When all are pulling together harmoniously for better grain trade conditions without stepping on one another's toes, more satisfactory results will be obtained for all.

The grain trade has been squandering about \$25,000 a year in the publishing business, when it would have been far better off and \$25,000 ahead if it had concentrated its activities on

purely ass'n work and obtained without cost the zealous support of all the grain trade publishers.

### The Kansas Wheat Pool.

The promoters of the Kansas Wheat Growers Ass'n will not be delighted with the petition signed by a thousand members demanding that the corporation be dissolved and the handling of wheat not yet delivered on its contracts, stopped.

This new organization of farmers which seeks to break up the wheat pool was organized by the farmers themselves without any outside assistance so those promoting the move are fully convinced that what they ask is in keeping with the wishes of all. By the time they induce a thousand members to sign a petition for dissolution, the farmers of the "Sunflower State," including the Governor who was so active in championing the cause of the pool, will wonder why they did not see through the scheme when it was first presented.

The promoters never have claimed to possess any superior knowledge of grain marketing methods. They have simply tried to go out and employ that ability, and generally charged more for the services than the farmers could have obtained in any organized market.

It is gratifying indeed that most of the farmers of any county of Kansas should voluntarily join in a petition for dissolution of the pool, which was an organization "to save the farmers of the land from ruin." Now they are asking to be saved from the promoters.

### Could Not Do Business Without Profit.

One of the state granges active in grain, hay and beans with a leaning toward the united selling agency idea for all the elevators in the state thought it would be a splendid idea to save the producers nearly a dollar a ton on the cost of distributing hay by doing a jobbing business in hay at \$1 a ton. The regular jobbers had been getting 10 per cent, which amounted to about \$1.80.

The grange did put its central jobbing agency in effect and jobbed many cars of hay. It was so successful in getting the business that the old jobbers quit the jobbing business exclusively and handled hay only where they could deal direct with the country stations.

A month ago the Exchange decided to quit the jobbing business and discontinue its hay department, for the reason its records showed it was losing money. It was discovered after long and painful trial that it cost more than \$1 a ton to job hay. Many of the men loading hay for the Exchange were farmers who did not know the grades, and when the carload arrived at some eastern point there would be rejections that were costly. It cost too much to be finding new customers all the time.

The Exchange is to be commended for its decision to abandon this unfair price cutting and to leave the jobbing of hay to the regular dealers who understand the business and whose profit is cut down to a reasonable amount by competition between themselves.



### "Who Is Who in the Grain Trade."

In the August 20th number of "Who Is Who" Editor Quinn tries to explain some of the receipts and expenditures of the Ass'n for the account of its publishing business, but fails to make clear a number of points of real interest to those paying the bills.

Who Is Who in the Grain Trade was started primarily as a list of G. D. N. Ass'n members in good standing. For years it appeared without other reading matter. It was 3½ by 5½ inches, twenty pages and cover. Whenever there were sufficient changes in the membership list to justify republication the standing type was corrected and a new list was issued. The conversion of the list into a trade magazine with reading matter and regular dates of publication was effected by Secretary Courcier without consulting the Directors. The Executive Committee was given to understand that the magazine would be an enlargement of the list which the Association had occasionally issued. President E. M. Wayne told the Secretary he was not to proceed with the publication of a magazine without the consent and support of the grain trade publishers. The only person the Secretary ever consulted was an assistant editor of the American Elevator & Grain Trade, who did not understand what was contemplated. He was determined to satisfy his peeve against the Grain Dealers Journal and at the same time he was anxious to find an excuse to employ a friend as Assistant Secretary who was serving as a reporter on a local newspaper, so the list was converted into a magazine in defiance of the wishes of the Executive Committee and the instructions of the President.

Most of the numbers published since Who Is Who has been issued semi-monthly have contained this list of members, but sad to relate the list has often included firms long since out of business, so that its value as a list of live dealers was reduced rather than improved by the change.

For years the new magazine was mailed at third class rates of postage, but finally by reducing the amount of dues by 50c a year, and charging each member 50c for subscription, it gained admission to the mails as second class matter. So the \$2,000 which Editor Quinn claims to be getting as increased revenue does not exist. The Secretary simply took the subscriptions out of the receipts from dues and called it "subscriptions" to get the magazine into the mails as second class matter. No credit is due "Who Is Who" for subscriptions received because the revenue of the Association has not been increased by one penny on account of subscriptions. The division of the money received from members was simply a subterfuge to get into the mails at lower rates of postage.

Anyone familiar with the operation of a trade association knows full well that it is not necessary to pay \$15,000 a year in salaries just for the promotion of Association work. It might be well to charge half of the salary of the Editor to printing account as well as the salary of the Advertising Solicitors; then the salary of the stenographer, bookkeeper and mailing clerk, or at least that portion of it chargeable to "Who Is Who" might also be included in the printing account.

The more light one gets on the expenses of

the National Association's venture into the publishing business, the more thoroughly must one be convinced that publishing a magazine is outside its province, and that it would be many thousands of dollars ahead if it would confine its work to the promotion of the trade's interest rather than attempt the publication of a magazine.

The tears shed by Editor Quinn over "the Secretary conducting a valiant but losing fight" is heart rending. Secretary Courcier was not sufficiently interested in the grain trade, the Ass'n or its work to give it much time. In fact, each year he seemed to spend less and less time at the Ass'n's office. Long before Courcier was Secretary, the National Association had won the support and affiliation of the entire membership of all the existing State and Local Associations, with the single exception of the Nebraska State Ass'n. Today only a percentage of the membership of some Ass'ns pay dues to the National. In its early days the National Association did not solicit as individual members shippers in the territories of affiliated associations, in fact it turned over to the existing State Associations many shipper memberships. Since then it has accepted dealers who have been rejected and one who was expelled from a State Ass'n.

The grain trade Journals were directly responsible for the organization and the building up of the National Association and to them, more than to any other influential factor, was due its early success.

The statement in the last number of "Who Is Who" to the effect that "the Directors saw that, if the organization was to grow, it must have a magazine of its own" is false. The Ass'n grew large and strong long before it fell under the influence of Courcier. The proposal did not originate with the Directors, but with the Secretary who was anxious to create an excuse to employ more help and gain relief from the duties of his office.

The charge that the trade papers are run in the interest of their owners is as false as anything ever uttered. If the trade paper publishers did not strive zealously and honestly to promote the interests of the trade represented they would not expect or hope to get either subscriptions or advertising patronage. The very fact that the trade journals have given unstintingly of their space to the National Ass'n shows the complete willingness of the publishers to boost the organization, but each would boost with much greater zest if the Ass'n did not occasionally take business from his paper.

The statement that but four associations were affiliated with the National in 1911 does not take cognizance of the fact that the Western and Kansas, the Oklahoma and Texas associations withdrew because the organization's work was not carried forward vigorously enough to make affiliation attractive.

If all the Directors had first hand information regarding the sentiments of members and non-members who are solicited to give advertising patronage to "Who Is Who" they would have some reluctance in permitting anyone either on a commission basis or a salary to badger members of the trade into using space in "Who Is Who." Using the influence of the membership to coerce business men to give advertising patronage to any publication has never resulted in permanent profit to the organization indulging in it. Such solicitations are quite sure to do the organization more harm than the revenue derived will ever do good.

If we were not thoroughly convinced that the National Ass'n would accomplish much more for the grain trade by re-organizing its working force and confining its activities to organization work, then we would not even venture a suggestion that it discontinue the publishing business, but with the leading grain trade publishers offering to give the Association two pages in each number for any Association copy, which it may desire circulated among the grain dealers we see no excuse whatever for its continuing its large salary roll, its large expenditures in the publishing business, when there is so much need for real association work in the interests of better trade conditions in the grain field.

In the early days of the Ass'n the Sec'y did not pull down a handsome salary for new members obtained by a Booster Committee, he hustled after them in person, by letter and circular, and captured several. Thank you

### Government Interference with Business.

Congress has seen fit to impose many restrictions on the management of the railroads. A short line of road may go out of business because it is losing money, but if the same line happens to be part of a large system the line can not be discontinued without the consent of the government.

To get locomotives repaired at a time when traffic was very heavy four years ago, without investing large sums in machine tools and trying to hire machinists when there were none to be had, some of the big systems farmed out their locomotive repair work to private shops, some of which were operated on the open shop plan.

On its own motion the Interstate Commerce Commission had a government locomotive inspector and a government examiner of accounts go over the records of these repairs and now, four years after, on July 15, the Interstate Commerce Commission brings in a report finding fault with the managements of the roads in thus trying to expedite the repairs in order to give service to shippers. The C., B. & Q., in June, 1920, had 266 engines in need of repairs, against 120 in June of 1923. The Commission says that repairs were made "at costs found to have been materially in excess of the cost of similar work or production in the respondents' own shops, in some instances incurred because of a want of adequate facilities in their own shops which the excess expenditures would have supplied or gone far to supply."

Such bureaucratic regulation and criticism seemed unwarranted, even to some members of the Commission, five of whom dissented, and the chairman, Mr. Hall, gave expression to the following sentiments, which will be echoed by every right-thinking citizen:

For reasons sufficiently indicated in my expression appended to a former report, 66 I. C. C. 73, I take no part in this proceeding and no share of responsibility for the conclusions expressed either in this or in any other report of the series. Through them all, thus far, runs the seeming assumption that a railroad owes a duty to the public to repair or rebuild its own locomotives and, perhaps, its other rolling stock in its own shops, and that it violates that duty when the work is done in some other shop. Even when the difference in cost is negligible or the need great it is admonished to do the work at home.

"Honest, economical and efficient management" does not require a man to make or mend his own shoes.

What a railroad shall do with the force of men and the shop facilities which it has at the time is a matter of judgment over which we have no review. We can not direct it to employ more men, or less men, or other men, or to build or alter shops. Its duty to the public is that of a common carrier subject to the interstate commerce act and related acts. Our duty and our jurisdiction stop with those acts and beyond them it is not for us to check, control, or condemn.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Shipper's Liability for Failure to Follow Billing Instructions.

*Grain Dealers Journal:* A car of oats that we sold to a customer at Hagerstown, Md., was turned down because it could not be milled in transit. We adjusted this by paying him the difference between a thru rate and the combination of rates which would permit him to ship out the product on the same basis as tho it were milled in transit.

This loss was due to the failure of the shipper from whom we bot the car to follow our instructions as to routing, which were: "Hagerstown, Md., for milling in transit routed via N. Y. C. R. R. % Penna. Lines at Toledo." The B/L showed routing via N. Y. C. and Penna. thru Erie, Pa.

When we paid draft and received B/L we discovered the error and attempted to stop the car, but it was too late and the car went thru to Erie.

Have we not a right to charge up this loss against the shipper who made the error?—Smith & Co.

**Ans.:** When a car is bot f. o. b. at a certain point the buyer has the right to dictate the routing from that point. The car is his at that point, and the seller must follow instructions as to billing.

In billing out the car the seller acts as the agent of the buyer. If, for any reason, the car could not be billed as instructed, the seller should so advise buyer and ask for further orders. He has no authority to bill the car otherwise than as instructed.

The custom of the trade is that sellers follow instructions on billing and shipper is liable for the entire loss.

### Relation of Cash Prices to Futures?

*Grain Dealers Journal:* I would like to know just what relation the cash grains have to futures and how they are worked together to establish the market prices from day to day, on the Board of Trade.—W. E. Henderson, Ansonia, O.

**Ans.:** There is no fixed premium or discount of cash prices over or under the price of the future delivery.

Trading in the futures is so heavy that the price of the future is commonly accepted as the basis of all trading.

Altho the prices of both futures and cash grains may fluctuate several cents up or down in a single day the discount or difference between the two usually is the same all day long, so that dealers will offer No. 2 red, for example, at one cent over the future. A few weeks later the No. 2 red may be 2 cents over the future, but the changes in the premiums are nearly always gradual.

One important reason for basing the cash price on the future is that a miller or exporter may have bought the future delivery to insure himself a future supply, while the terminal warehouseman or country elevator operator may have sold the future as a hedge against holdings of the grain in his elevator, so that when the miller buys cash wheat from the warehouseman then both parties will have to make a deal in the future, the miller selling out his future in the pit and the elevator man buying back his future in the pit. Knowing that these cash grains are hedged it simplifies the deal for the mill to offer the elevator man the future, which the mill holds, to the elevator man in exchange for the cash grain at a stated discount. The miller simply trades his future for the cash.

The discounts and premiums vary from one crop to another, with the relative plenty or scarcity of the different kinds of wheat. When, owing to a temporary liberal supply, red winter wheat, for example, is selling at too great a discount under the future, compared with spring or hard winter, the elevator man can earn an assured profit of 3 to 10 cents per bushel by letting the grain lie in his house against a sale of the future, his purpose being to dispose of

the choice red winter on a cash sale while he either buys in the future or fills the future contract by delivering the cheapest kind of wheat he can find, the rules of the Board of Trade permitting this.

### Validity of Oral Contract.

*Grain Dealers Journal:* I bought several thousand bushels of oats to be shipped in August and September. The contract I sent to the seller was not signed by him and returned. A few days ago I wrote him that I could allow a premium if shipped the first half of August. He wrote me and said that it would be impossible to ship the first half of August, but said he would ship the oats.

If he does not ship the oats have I got any way of collecting the difference in the price, as I have no written contract with him?—C. E. Dalrymple, Lewistown, O.

**Ans.:** The Ohio General Code, Chap. 4, Sec. 8621, provides "No action shall be brought whereby to charge the defendant upon an agreement that is not to be performed within one year from the making thereof; unless the agreement upon which such action is brought, or some memorandum or note thereof, is in writing and signed by the party to be charged therewith."

The failure of the seller to sign and return the contract leaves him in a position to deny he ever made a contract at the price claimed; but the seller can hold the buyer, by claiming the written contract is just what he understood the trade to be over the phone. If the market goes up the buyer loses, if it goes down the seller will deliver. Fortunately for the buyer the market price of cash oats worked downward during August, and as the seller now has a profit in the deal he could be prevailed upon to sign and return the contract.

### Signing B/L?

*Grain Dealers Journal:* Is it the duty of the shipper to sign the Bs/L on the right hand side underneath the car number, if they don't want to be responsible for freight charges at destination?

We buy this grain f. o. b. loading station. We furnish billing instructions to the shipper. If we don't instruct the shipper to sign the B/L, as mentioned above, are we responsible for this freight or would the shipper be considered negligent if he did not sign it, even if not instructed to do so.—Cowles & Thompson.

**Ans.:** Before the Interstate Commerce Act the wording of the B/L was important as being the only evidence of the contract of carriage; but now the Uniform B/L having been filed with the I. C. C. all contracts for transportation are held to be made subject to the conditions in the B/L irrespective of shipper's signature.

The essential signature is that of the carrier's agent. Of course, if the shipper declares the value, or makes any notation of his own on the B/L, he should back up the statement with his signature.

The clause referred to, on the B/L, "The carrier shall not make delivery of this shipment without payment of freight and all other lawful charges," in connection with the fine print on the back of the B/L, makes it appear that the carrier is thus deprived of recourse against the shipper for the charges. It operates to reinforce the carrier's demand upon the consignee for the charges before releasing the shipment. This is unnecessary, as without any contract the carrier has a lien, as it always has had, on the goods.

The sole purpose then of this clause would be to deprive the carrier of recourse against the consignee, for its blunder in letting the goods go out of its possession without collecting the charges. In other words, this clause is supposed to give the shipper the privilege of constituting the carrier its agent to collect the charges that the shipper otherwise would be forced to pay. As long as the carriers so interpret this clause well and good, the carrier will pocket the loss due to its error in letting go of the goods, and the consignor signing the B/L under this clause is protected thereby.

However, if the carrier delivers the shipment without payment of charges it violates the law, which provides, in Sec. 3 of the Interstate Commerce Act, as follows: "From and after July 1, 1920, no carrier by railroad subject to this act shall deliver or relinquish possession at destination of any freight transported by it until all tariff rates and charges thereon have been paid, except under such rules and regulations as the Commission may from time to time prescribe."

There have been several decisions of the courts holding the shipper for the freight, but

the defense was not made that the shipper had signed the clause in question.

Therefore, answering the question, it is the duty of the shipper to sign the B/L directly under the space provided under this clause. Even if he signs it the shipper or consignor is responsible for the freight charges at destination, if the shipment has not been delivered.

### Average Monthly Prices.

*Grain Dealers Journal:* We are making a study of grain prices covering the period 1915 to 1924 inclusive, and we would very much like to obtain the average monthly prices of corn, wheat, oats and bran during this period.—C. R. Berry, cashier Hop Bottom National Bank, Hop Bottom, Pa.

**Ans.:** With the exception of bran all the statistics of monthly averages can be computed from the monthly highs and lows, or daily highs and lows, published in the annual report of the Chicago Board of Trade. The same prices are given in the Red Book of Howard, Bartels & Co., Chicago, annually.

### To Trade in Cotton on Chicago Board.

The proposal to deal in cotton for future delivery on the Chicago Board of Trade which was favorably considered a few years ago by its directors, has been revived.

A series of new rules which provide for trading in contracts for the future delivery of cotton have been ordered posted for ballot by the membership. They have already been approved by the counsel for the Exchange, and the Bureau of Economics, Department of Agriculture, and are in closest harmony with the provisions of the Cotton Futures Act.

Plans for making Houston and Galveston, Tex., a joint port of delivery have been completed. Trading contracts will coincide with those used in the New York and New Orleans cotton exchanges. The Chicago cotton market is expected to begin functioning about Oct. 1.

### Take-All Disease of Cereals.

"THE TAKE-ALL Disease of Cereals and Grasses," by R. S. Kirby (*Phytopathology*, 12 (1922), No. 2, pp. 66-68, pls. 3, figs. 3), reports in detail the investigations on the take-all disease of wheat. The identity of this disease with that occurring in Europe and Australia caused by the fungus *Ophiobolus Cariceti*, is established. Inoculation experiments show the fungus attacks wheat, barley, rye and several species of wild grasses. None of 54 varieties of wheat tested in the greenhouse showed marked resistance to the disease. The most promising methods of control are believed to lie in 4 to 5-year rotations, eradicating wild grass and volunteer grain, discontinuing the practice of returning wheat stubble in manure for 3 years preceding the planting of wheat, cleaning the wheat seed thoroly to remove all bits of straw, and discontinuing liming of the soil immediately before planting the wheat.

WASHINGTON, D. C.—The commission to examine agriculture needs and recommend agriculture legislation, which President Coolidge is expected to name upon his return to Washington, will probably include leading officials of farmers organizations, some of the prominent members of the agricultural group in Congress, and a number of experts in agricultural matters. The radicals who are trying to get on the Com'te should be rejected.

WASHINGTON, D. C.—At table from the bureau of foreign and domestic commerce, date Aug. 13, shows that from Jan. 1, to Aug. 9, 1924, 7,275,934 bushels of wheat were imported from Canada with duty paid. Imports during that period into bonded mills were 7,764,426 bushels; the total 15,040,360 representing imports into all American ports. Imports into bonded mills during the week ending Aug. 2 were 50,373 bushels. Imports for consumption had ceased.



## Program G. D. N. A. Meeting.

The tentative program of the 28th annual convention of the Grain Dealers National Ass'n, which will be held at the Hotel Gibson, Cincinnati, Ohio, Sept. 22, 23 and 24, follows:

### MONDAY, SEPT. 22, 9:30 A. M.

Invocation.  
Address of welcome on behalf of the city—Mayor George P. Carrel.  
Address of welcome on behalf of the Grain and Hay Exchange—D. J. Schuh, Executive Secretary.  
Response on behalf of the Grain Trade—Douglass W. King, San Antonio, Tex.  
President's Annual Address—F. E. Watkins, Cleveland, O.  
Report of the Secretary-Treasurer—Charles Quinn, Toledo, O.

### MONDAY AFTERNOON SESSION, 1:30 P. M.

Presentation of Booster Prizes.  
"The Modern Crook, a Menace to the Grain Dealer"—Frederick N. Withey, vice-president of the National Surety Co., New York, N. Y.  
Legislation—A. E. Reynolds, Chairman, Crawfordsville, Ind.  
Trade Rules—C. D. Sturtevant, Chairman, Omaha, Neb.  
Crop Reports—G. E. Blewett, Chairman, Fort Worth, Tex.  
Membership—Leo Potishman, Chairman, Fort Worth, Tex.

### TUESDAY MORNING SESSION, 9:30 A. M.

"Reforming the Reformers"—Hon. Roland W. Baggett, Judge of the Court of Domestic Relations, Dayton, O.  
"How Socialism Is Encouraged by Thoughtless Business Men"—Henry S. Ives, Chicago, Ill.  
Committee on Rejected Applications—F. G. Horner, Chairman, Lawrenceville, Ill.  
Transportation—Henry L. Goemann, Chairman, Mansfield, O.  
Telephone and Telegraph Service—Henry L. Goemann, Chairman, Mansfield, O.  
Uniform Grades—Bert Dow, Chairman, Davenport, Ia.

### TUESDAY AFTERNOON SESSION, 1:30 P. M.

"Legislation by Bloc Minorities"—Hon. James T. Begg, Congressman from the 13th Ohio District, Sandusky.  
Note.—There will be a group meeting of feed dealers to discuss proposed changes in the feed rules. This meeting will be held immediately following the address of Congressman Begg.  
Arbitration Appeals Committee—Elmer Hutchinson, Chairman, Arlington, Ind.  
Arbitration Committee No. 1—J. R. Murrel, Jr., Chairman, Cedar Rapids, Ia.  
Arbitration Committee No. 2—F. B. Bell, Chairman, Milwaukee, Wis.  
Arbitration Committee No. 3—S. L. Rice, Chairman, Metamora, O.  
Arbitration Committee No. 4—E. W. Crouch, Chairman, McGregor, Tex.  
Arbitration Committee No. 5—H. C. Gamage, Chairman, Kansas City, Mo.  
Arbitration Committee No. 6—I. C. Sanford, Chairman, Portland, Ore.  
Feed Arbitration Committee—J. H. Caldwell, Chairman, St. Louis, Mo.

### WEDNESDAY MORNING SESSION, 9:30 A. M.

"The Wheat Pool Movement"—Prof. J. E. Boyle, Department of Agricultural Economics and Farm Management, Cornell University, Ithaca, N. Y.  
"Government Ownership of Railroads"—Frank Alfred, President of the Pere Marquette Railway.  
Feed Products Committee—E. C. Dreyer, Chairman, St. Louis, Mo. (In presenting his report to the convention Mr. Dreyer will give the results of the Group Meeting of feed interests held the previous afternoon. At this Group

Meeting changes in the feed rules governing the handling of feeding stuffs are to be proposed. If the Group Meeting makes any changes in the existing feed rules Mr. Dreyer will present these changes to the general convention for adoption.)

### WEDNESDAY AFTERNOON SESSION, 1:30 P. M.

Milling and Grain Joint Committee—Richard P. Johnson, Chairman, Knoxville, Tenn.  
Merchant Marine—F. A. Meyer, Chairman, Baltimore, Md.  
International Relations—J. J. Rammacher, Chairman, Buffalo, N. Y.  
Hay and Grain Joint Committee—George S. Bridge, Chairman, Chicago, Ill.  
Unfinished business.  
Election and installation of officers.  
New business.  
Adjournment.

### ENTERTAINMENT.

#### For the Ladies.

Monday afternoon, Sept. 22, at 2 o'clock—Shopping tour through the large department stores in the retail district. The tour will be in charge of A. M. Brown, chairman of the Ladies' Entertainment Committee, and under the direction of Miss A. Pace, of the Cincinnati Chamber of Commerce. Miss Pace is known as "Cincinnati's Official Hostess." Special displays and a Fall Style Show will be arranged by the merchants. No attempt will be made to induce visitors to make purchases.

Tuesday, Sept. 23, at 12:30 P. M.—Luncheon at the Hotel Sinton ballroom. There will be music and other entertainment at this luncheon. The Ladies' Entertainment Committee will be assisted by the wives and daughters of the members of the Cincinnati Grain & Hay Exchange. Following the luncheon the ladies will be motored to the Cincinnati Zoological Gardens, where they will have an opportunity to enjoy the environs of the largest zoo west of New York and possessing one of the finest and most complete collections of birds and animals in existence.

#### For Ladies and Gentlemen.

Monday evening, Sept. 22, at 8 o'clock—Social evening and dance for the delegates and their ladies at the Hotel Gibson Roof Garden. For those who do not dance other entertainment will be provided. One of the finest dance orchestras in the country will supply the music. The social evening will be informal and will present an opportunity for all the delegates and their ladies to meet and mingle in the delightful setting of one of the most beautiful Roof Gardens in the United States.

Tuesday evening, Sept. 23, at 6:30 o'clock—Banquet at the Hotel Gibson. Toastmaster, Chas. D. Jones, former president of the Ass'n, Nashville, Tenn. The speaker of the evening will be Dr. Gus W. Dyer, professor of Social Science, Vanderbilt University, Nashville, Tenn. Following the banquet there will be an entertainment in the Roof Garden Ball Room for those who wish to remain. Informal dancing and a musical program will be given.

## Weighmasters' Scalemen's Conference.

The 7th Annual Convention of the Weighmasters' Scalemen's Conference will be held at the Hotel Gibson, Cincinnati, O., on Sept. 22nd, 1924, the same time and place of the Grain Dealers National Convention.

WITH THE price of wheat and corn soaring and flivver tires and gas getting lower and lower, what is there left for the farmer to kick about except HIGH TAXES? And as soon as we get another "Democratic President and Congress" this will all be adjusted. After all, don't we live in a great country and shouldn't we be more thankful that we are?—P. A. Miller, Mulberry, Ind.

## Would Check Farm Buro's Buying and Selling.

C. S. Latchaw, of Defiance, O., sec'y-treas. of the Farmers' Grain Dealers Ass'n of Ohio, has requested an opinion from Attorney-General Crabbe as to the legality of county commissioners voting funds for support of an organization engaged in commercial enterprise.

Mr. Latchaw thinks he has taken a step which may have far-reaching effect in the present controversy between the Farm Buro and the co-operative elevators. Mr. Latchaw contends that the Farm Buro, by its buying and selling activities, is competing directly with the farmers' elevators and becomes a business enterprise which forfeits its right to public support as an educational enterprise.

Along with his request to Attorney General Crabbe for an opinion, Mr. Latchaw has also asked Director Ramsower of the Ohio State university extension service for an opinion as to whether the educational extension activities of the state university should not be divorced from the business activities of the Farm Buro.

In a letter which he sent to all members of the Farmers' Grain Dealers Ass'n of Ohio, Mr. Latchaw reviewed the Farm Buro's plan for a county service manager in every county acting for a county service company with \$2,000 or \$3,000 capital for the handling of commodities. He argued that this would provide competition for the farmers' elevators and by cutting down volume, would necessitate the creating of wider margins by the farmers' organizations.

## Marketing Contract a Secret Lien Not Binding on Warehouseman.

The Supreme Court of Washington has decided in the case of Arnold v. Peasley that a marketing contract is in the nature of a secret lien, and that in the absence of notice, neither the subsequent mortgagee nor the warehouseman would be affected thereby.

Peasley and wife gave a mortgage to Nash covering two-thirds of a crop to be grown on certain described land. Nash assigned the note and mortgage to Arnold. Peasley grew the crop and delivered 645 bushels of wheat to the warehouse of J. J. Goebel at Manito, Wash., who gave him a negotiable warehouse receipt, altho the mortgage was on record in the county.

Peasley gave the receipt to the Washington Wheat Growers Ass'n, with whom he had a marketing agreement, and got from it an advance of \$571 to pay a number of items that were lienable. Arnold started suit against Nash and wife and Peasley and wife, all of whom defaulted, and also against the Ass'n, which asked to have Goebel made a party defendant. The lower court denied the motion to interplead Goebel, but the Supreme Court reversed this, holding that the warehouseman was a proper party, stating that:

The Warehouse Act does not require nor permit a warehouseman to insert in a negotiable receipt a provision or recital that the goods are held subject to a prior mortgage, but does require him to deliver the goods to the holder of the receipt, or a transferee, except only that he has a right to protect himself against those asserting adverse claims to the property, by interpleader as described in sections 3603 and 3604. The final section of the act (3587) reads:

"Warehouse receipts may be issued by any warehouseman, and must be issued in manner and form as provided by this act," which, of course, means that the warehouseman may refuse to receive and receipt for mortgaged property, or at least may refuse to issue a negotiable receipt therefor. Of course, if in this instance the warehouseman had issued a non-negotiable receipt, marked as such as provided in and required by sections 3590 and 3593 of the act, no such question as we have here would have arisen.

We realize that this view of our statute law will place a great burden upon warehousemen; but it is the Legislature, and not the court, which has so placed the burden, and warehousemen can protect themselves and the public generally by refusing to issue negotiable receipts in all cases where the property is not shown to be free of recorded liens. In the case of secret liens, of which the warehouseman has no notice, of course a different rule will apply.—222 Pac. Rep. 472.

Some men succeed better than others  
because they attempt more :: ::



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### A Big Carload.

*Grain Dealers Journal:* We had on the market Aug. 9 and sold a car of Kansas dark hard wheat, No. 1, which contained 128,000 pounds, or 2,133 bus. of wheat.

This is the largest carload of wheat ever handled by our firm in the 30 years in which we have been in the grain business at the Kansas City market. This load would have taken three cars to carry it in the early days.—W. S. Nicholson Grain Co., Kansas City.

### Code Economy Needed.

*Grain Dealers Journal:* Why is it that one particular cipher code has not been adopted by the grain and seed trades for use in transmitting all telegraph messages? It seems to me that were one up-to-date code used by all those engaged in the business the amount of time and labor saved would be enormous. Now at least four or five codes are necessary to decode all the messages received, and even then a message sometimes remains a mystery because of this lack of unification. Is there no readily intelligible code that is really and truly alphabetical in order, compact in form with no supplements, and yet thorough in the field as well as in each individual message, and overall more economical in tolls? Such a code is certainly the urgent need of the grain trade. Is there such in print?—Corwin Lewis, Decatur.

### Favors Reduced Demurrage.

*Grain Dealers Journal:* We are entirely in accord with the proposal of J. S. Brown, of the Chicago Board of Trade Transportation Department, given in a letter he addressed to Mr. T. N. Butler, Chairman of the Car Demurrage & Storage Com'te, Nat'l Industrial Traffic League, dated July 16, copies of which were mailed to individual persons and firms that might be interested. He says he has long felt the demurrage charges on cars unavoidably detained to be too great a tax on shippers and consignors. Therefore he recommends to the Traffic League that the present charge of \$2 a day for the first 4 days after free time which a car is held, be changed to \$1 per day; and that the charge be reduced from the present \$5 to \$3 for each succeeding day.

In view of the fact that the charges of \$2 and \$5 a day were considered sufficient for demurrage during the period of prosperity immediately following the war they can hardly help being considered as overcharges now.

When inaugurated the high rates were doubtless needed. Personally, however, we think the time for the railroad's need of the extra dollar is over and the grain shipper's need of it has long since arrived. Here's hoping Mr. Brown's proposal becomes effective.—Drennan Wilson.

"THE LURE of the cities," says a retired crop correspondent and successful farmer of Ontario, "is too strong for our young people, and they are being educated off the farm. The result of all this will be that the soil will be farmed by companies or by rich men of business. Many farmers are not mentally capable to farm successfully, and would do better under wages." That is enuf to make all the wise bureaucrats of the Farm Federation thro a foaming fit.

### A Very Old Sport.

Exciting the mob against grain dealers is a form of sport that has a long history. We have just been reading one of the Orations of Lysias, delivered about 400 years before Christ, which was addressed to the judges as an accusation against the corn dealers. He and others had previously made charges against the dealers before the Boule, or Elected Assembly, where he declared,

"Feeling ran so high that some of the speakers said that without a trial they should be handed to the Eleven to be put to death. But I, thinking that it would be a terrible precedent for the Boule to do this, rose and said that it seemed best to me to try the dealers by law, as I thought that if they had committed a capital crime you no less than we would decide justly, but if they had done nothing wrong they need not have died without a trial."

The attitude of the crowd at the Assembly sounds very familiar, and the stand taken by Lysias is good advice even today. During the past 2,300 years the judges have never found anything very seriously wrong with the grain trade and it has managed to survive the mobs. —*Grain Trade News.*

### All Maine Train 60 Carloads.

The largest full train of dairy and poultry feeds ever shipped into New England left Lancaster, Pa., Aug. 9th for Portland, Me., in 60 all new Pennsylvania Railroad cars, arriving in the Portland Terminal Tuesday P. M. Aug. 12th, actual running time 57 hours 40 minutes. This shipment to apply on a sale of over 200 cars of the Easterns Line of Feeding stuffs, to be distributed throughout Maine by the Eastern Grain Company. This train contained 30,000 bags—1500 tons.

When this train was broken up at the Portland Terminal it went to 46 cities and towns

throughout Maine and the Maine Central Railroad, the Terminal Road, made up a special of their own out of Portland with 42 cars.

### Origin of the "Maharg" Spout.

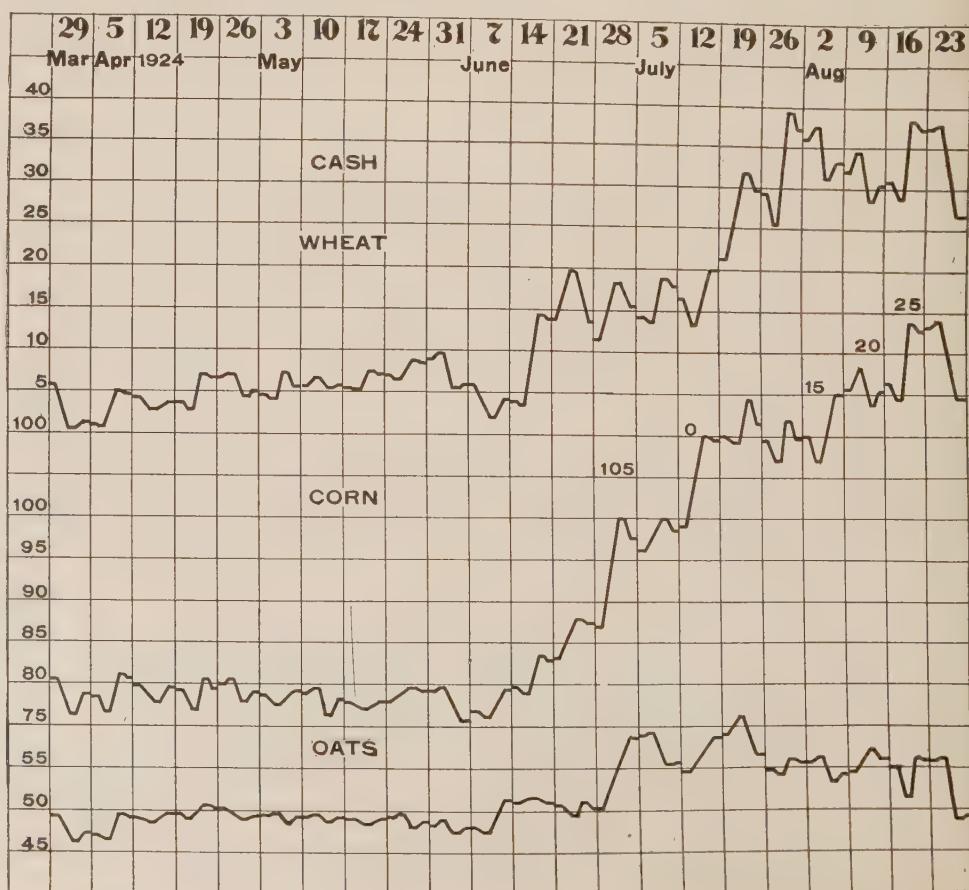
Did you ever operate a Maharg spout? Neither did we. In fact, we believe no one has operated a spout of this description recently. According to C. McLean, Supt. of the Vancouver Harbor Commissioners Elevators, the word as applied to grain spouts was coined by people in the Canadian Pacific grain trade. It seems that John S. Metcalf & Co., in installing four Carter disc machines on the big floor of the Harbor Commissioners elevator at Vancouver last season, built a garner above them as a reservoir to supply grain to the machines to keep them running steadily.

In order to fill this garner it was necessary to use one of the receiving legs as a transfer leg. The spout from the head of this leg was stationary, hence it was necessary to tap it between the head pulley and the scale and to construct another spout to run from it to the garner. The installation of a by-pass at this junction of the spouts was necessary and the valve was locked and the key entrusted to the custody of the government weighmaster.

Mr. J. A. Maharg in addressing some of the grain growers criticised the installation and insinuated it was placed there for an irregular purpose, namely, to divert grain from the receiving leg between the car and the scale hopper, thus shortweighing shipments. The controversy following resulted in dubbing this contrivance the Maharg spout. Vigilant inquiry by the Royal Grain Commission developed that the spout had never been used improperly, but in order to allay all suspicion it was removed and thus the first, last and only Maharg spout is no more, but the slander against it still travel abroad.

### Cash Wheat, Corn and Oats Fluctuations from Mar. 24 to Aug. 23.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.





## Large Country Elevator at Weiston, Iowa.

The territory between Manson and Fort Dodge, Iowa, along the Illinois Central Railroad is very productive of corn and oats, and while there are grain elevators to receive the crop at Manson and Barnum, there is a large territory that could be served to best advantage by an elevator between the two towns. This fact was known to Arthur Hakes, who after selling his interest in an elevator at Manson, went out where there was nothing but a corn field and got an option on a site for a grain elevator. He then got the three Davis Brothers of Denhart, Ia., interested with him in the proposition. They put up a temporary elevator and got a side track from the railroad company, which was conveniently used for the delivery to the site of the materials of construction for the 100,000-bu. cribbed elevator which has just been completed. A commodious office has been built, a small garage put up, and one of the several other outbuildings. Sheds will be needed to handle coal, lumber and all kinds of building material, besides a residence for the elevator man. Mr. Hakes, manager, will reside in Manson, but will have an assistant residing at the elevator, so that there will always be some one on duty.

Mr. Hakes is a thoro grain man. He got his training in Illinois, as did the three Davis Brothers, Charles C., general manager, residing at Ft. Dodge; Everett W., at Galesburg, Ill., and Fred M. Davis, at Toulon, Ill. They appreciate that the country station is the strategic point for the grain shipping business, and that good management will reward a generous investment in providing all needed facilities. At Denhart, Ia., for example there was nothing until the Davis Bros. came there. Now they have at Denhart an elevator of 150,000 bus. capacity and 20 buildings in all, practically the whole town.

Weiston, now only a station, not yet a post office, also has a future. The mile of dirt road leading to the elevator will be graveled and the station will offer an opening for a country store.

Under the elevator is a full basement with concrete walls, and two extra deep concrete pits for the boots of the two legs, the walls of the pits being 15 inches thick, with a hydrate of lime mixture to keep out the water. The walls are cribbed, of yellow pine, 18 ft. of 2x8, 28 ft. of 2x6 and the balance of 2x4 for the 60 ft. height. The building is 36x68 ft.

The cupola is 18x50, battered to 16 ft. width at the top of the two stories, the first floor of the cupola being 15 ft. to ceiling and the second floor 10 ft. The sides are covered

with galvanized iron and the roofs with felt composition.

The bins have hopper bottoms and 7/8-inch iron braces 3 feet apart in all corners. Over the driveway are 6 bins, 12x12x48, in the center are four bins 12x12x60, two on each end, 12x12x60, and two over each of the two alleys of the work floor, 8x10x48, a total of 18 bins, with 100,000 bus. capacity.

This capacity is about four times that of the average country elevator. It will be useful in times of car shortage; and the firm calculates to make the room earn storage charges on the grain when the market conditions are right.

Windows in the basement let the light in under the bins, and windows in work floor are high up to let light in above.

The sides of the driveway are boarded up hip high to make it easy to sweep the sides clean. The grain goes into the dump sink thru heavy removable gratings to catch horseshoes and other foreign material. The two Kewanee Dump Lifts are run by compressed air from a tank in the basement, where a 1-h.p. motor in a galvanized iron room drives the pump. All electric wiring is enclosed in metal conduit. The fireproof motor room in the cupola is lined with asbestos and iron, has a cement floor and two ventilators.

Grain is weighed in on a Howe Wagon Scale, and weighed out thru a Richardson Automatic Scale of 3,000 bus. an hour capacity. The two elevator legs have V cups, 6x12, on 13-inch rubber belts driven by two 10-h.p. single phase Westinghouse motors, the current taken from the commercial line being transformed from 6,600 volts down to 220 in the house. The drive from motors to head pulleys is by Link-Belt Silent Chain. All of the machinery, including manlift and two distributors, was furnished by the Union Iron Works. Rods protect the house from lightning.

No cleaning machinery is provided, as the farmers in the corn and oats country of Iowa haul in their grain in a condition to ship.

The office is a frame structure 24x24 ft., with a bay in front overlooking the scales and its floor raised three feet so that the operator can look into the farmer's wagon. In front is one door to step out thru and a small door on the level with the driver's head so that the operator can speak to the driver without going outside. Part of the structure is partitioned off to make a private office containing two sanitary desks. Under the counters are built-in drawers.

Instead of letting the construction out by contract the firm employed Walter E. Barton, an experienced builder of Nokomis, Ill., to

supervise the work, and he hired all the labor out of Manson. The plant is nearing completion and will soon be ready to receive grain. The plant is shown in the engraving on outside front cover page.

## Snake Is Death to Rats and Mice.

Unmindful of their natural horror of sliding reptiles, Howard and Nelson, operating a small mill near Galetstown, Md. (P. O. Sharptown) have permitted a three-foot black snake to glide about their plant and become domesticated.

Last summer an accident occurred which clipped off the reptile's tail, but the snake stayed at the mill, nevertheless, waxing fat on the rats and mice which it destroyed. With the first cool weather it disappeared.

Early this spring the reptile returned and all signs of mice and rats quickly vanished. Mr. Nelson, who is in the mill most of the time, recognized it for last year's rat and mice killer, due to the stub of a tail. The snake has utter confidence in Mr. Nelson and seems to enjoy his occasionally rubbing it on the back, but it places no such trust in strangers and hides until they leave.

Mr. Nelson has grown appreciative of this domesticated black snake and claims it is a cheaper and far more efficient destroyer of rodents than any mouse or rat trap that may be purchased.

Get a little black snake in your elevator.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Aug. 28-29. New York State Hay & Grain Dealers Ass'n at Syracuse, N. Y.

Sept. 21. U. S. Feed Distributors Ass'n at Cincinnati, O.

Sept. 22-23-24. Grain Dealers National Ass'n at Cincinnati, O.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. & W. C. 8191 passed thru Filson, Ill., leaking grain from the side of the car. It was repaired at this station by trainmen.—T. E. Hamman & Co.

C. & E. I. 37579 passed thru Indianola, Ill., on Aug. 15 leaking wheat.—J. W. Switzer.

N. Y. C. 257178 passed thru Richwood, O., on Aug. 14, leaking wheat at bottom of car door.—L. Ridgeway, Lenox Elevator Co.

M. P. 16701 passed thru Tisdale, Kan., on Aug. 11, leaking wheat thru the siding.—L. C. Atkinson, mgr. Tisdale Farmers Union Co-Operative Ass'n, Winfield, Kansas.

C. I. & W. 12209 was badly leaking good quality wheat at the draw bar on an east-bound local passing thru Raccoon, Ind., at 11:30 a. m. on Aug. 7.—Fall Bros.

N. Y. C. 238841 passed thru Wadena, Ind., on Aug. 5, leaking wheat badly at side of car.—Wadena Grain Co., Fowler, Ind.

H. & S. 1057 passed thru Gibson City, Ill., headed north, on Aug. 2, over the Illinois Central lines, badly leaking shelled corn from side of car.—Herbert J. Moore, Bailey-Moore Grain Co.

Wab. 35340 passed thru Clifton Hill, Mo., on Aug. 1, leaking wheat over the rear trucks.—McCorkle Elevator & Commission Co.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for September delivery at the following markets for the past two weeks have been as follows:

### SEPTEMBER WHEAT.

	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 15	Aug. 16	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 22	Aug. 23
Chicago	126 1/4	129	128 1/4	127 7/8	131 1/4	133 1/2	130 1/2	127 7/8	127 1/4	126 3/4	125 3/4	123
Kansas City	117 1/4	119 1/2	118 1/2	118 1/8	122 1/2	123 1/2	121	118 3/4	118 1/2	117	116 1/2	114 1/4
St. Louis	125 1/4	127 1/4	126 3/4	126 3/8	129 3/4	131	128 5/8	125 1/4	124 1/2	123 3/4	123 1/4	121 3/8
Minneapolis	128 1/4	129 3/4	129	128 3/4	132 3/4	134 3/4	132 3/4	131 1/2	131	130 1/4	128 1/2	127 3/8
Duluth (durum)	124	125 1/4	124 1/2	124 1/4	128 3/4	130	127 3/4	124	122 3/4	121 1/2	121 1/2	119 1/4
Winnipeg (Oct.)	135 3/4	137 3/4	136 3/4	135 3/4	138 3/4	141 3/4	139	136	135 1/2	134 3/4	131	129
Milwaukee	126 1/4	128 3/4	128 1/4	128	131 3/4	132 3/4	130 3/4	128 3/4	127 3/4	126 3/4	125 1/2	123

### SEPTEMBER CORN.

	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 15	Aug. 16	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 22	Aug. 23
Chicago	113 1/4	114 3/4	115 3/4	117	120 3/4	122	122 1/2	122	120 1/4	116 1/4	114 3/4	113 1/4
Kansas City	105	106 3/4	107 1/2	109 1/4	111 1/4	113	112	112 1/2	111 3/4	107 1/4	105	102 3/4
St. Louis	113 1/4	111 1/4	115	116 1/2	120	121	119 3/4	119 1/2	118 1/4	115 1/2	113 3/4	110 3/4
Milwaukee	113 1/2	114 3/4	115 1/2	116 3/4	121	123	122 1/2	122	120 1/4	117	114 3/4	113 3/4

### SEPTEMBER OATS.

	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 15	Aug. 16	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 22	Aug. 23
Chicago	48 3/4	49 3/4	50 1/4	50 1/2	53 1/2	55 1/4	53 3/4	54 1/4	53 3/8	51 3/4	50	47 3/4
Kansas City	49 3/4	49 3/4	50	50 3/4	54	54	54	54 1/4	54	52	50	48
Minneapolis	45 3/4	46 3/4	46 3/4	47 3/4	51 1/4	51 3/4	51	51 1/4	50 3/4	49	47	44 3/4
Winnipeg (Oct.)	55 3/4	56 3/4	56 1/2	56 3/4	59 3/4	61	59 3/4	58 3/4	59	58 3/4	56 3/4	55 3/4
Milwaukee	48 3/4	49 3/4	50 3/4	50 3/4	53 1/2	55 1/4	54	54 1/4	53 3/8	51 3/4	50	47 3/4

### SEPTEMBER RYE.

	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 15	Aug. 16	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 22	Aug. 23
Chicago	90	91 3/4	91	89 3/4	93	94 3/4	93 3/4	91 3/4	91 3/4	90 1/4	87 3/4	85
Minneapolis	82 1/4	83 1/4	83 1/4	82 3/4	85 3/4	87 3/4	86 3/4	85	84 1/4	83 3/4	81	77 1/2
Duluth	86 3/4	87 3/4	87 3/4	87 3/4	90 3/4	91 3/4	93 1/2	88 1/2	88 3/4	87 3/4	85 1/2	81 3/4
Winnipeg (Oct.)	87	90 3/4	89 3/4	89 3/4	92 1/2	95 1/2	93	90 3/4	90	89 3/4	87 1/2	85 3/4

### SEPTEMBER BARLEY.

	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 15	Aug. 16	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 22	Aug. 23
Minneapolis	69 3/4	69 3/4	71 1/4	72 3/4	74 3/4	76	76 1/4	76	76 1/4	76 3/4	75 1/4	71 3/4
Winnipeg (Oct.)	77	79 3/4	78 1/2	77 1/2	80 1/4	82 1/4	80 3/4	80 3/4	80 3/4	81 3/4	80	80 1/4



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Washington, D. C., Aug. 14.—A reduction of nearly 200,000,000 bus., or 40.5% as compared with the final estimates in 1923, is shown in the official forecast of the Canadian wheat crop as of Aug. 11, made by the Dominion Bureau of Statistics. This year's prospects call for 282,042,000 bus., compared with the 1923 estimate of 474,199,000 bus. Crop conditions have improved in southern Saskatchewan due to rains toward the end of July, but central and northern sections still show the effects of drought. About 75% of the crop is in head and will be ready for cutting in a week or 10 days. The late rains in July failed to revive the wheat crop in the large drought-stricken areas of southern Alberta. The yields all thru the state will be light and only 50% to 66% crops are expected. Manitoba presents the most favorable outlook in Canada. Crops are late but conditions are good and the stands more even than usual. Slight traces of rust have been reported but damage is negligible. Cutting will probably be general by Aug. 25. The forecast for this season's crop of oats is 378,995,000 bus., compared with 563,998,000 bus., last year's harvest. Barley promises 71,204,000 bus. against last year's final estimate of 76,998,000 bus. Rye is expected to make 12,721,000 bus. compared to 23,232,000 bus., the 1923 production.—U. S. Department of Agriculture.

### ILLINOIS.

Breckenridge, Ill., Aug. 11.—Some fields of small grain remain to be threshed. Corn is 2 weeks behind, but is growing fast and most of it will mature.—Rochester Grain Co.

Springfield, Ill., Aug. 20.—The past week was cool but carried sufficient sunshine. Local sections in the central portion of the state became somewhat dry. In the northern portions of the state grain is sprouting in the shock and threshing has been delayed due to rain. Wheat threshing is practically completed and oats threshing is half done in the south and central counties. Corn made good progress but is fully 2 weeks late on the average. Fall plowing has begun.—W. F. Feldwish, meteorologist, temporarily in charge.

Springfield, Ill., Aug. 18.—General rains have ranged from heavy in the northern third of the state to light in the southern third. A near cloudburst on the 8th in the Kankakee to Ottawa area, caused considerable damage to grain in the shock and badly lodged corn and small grain yet uncut. Little progress has been made in threshing in the northern sections due to the rain. Farm work has made fair progress in the southern half of the state. Corn continues to grow fairly well in spite of weeds and cool weather, due to ample soil moisture. The crop prospect is moderate, as the corn is 1 to 3 weeks late, ranging from tassel to roasting ear stage, with considerable soft corn probable. The root worm is causing more damage than usual. The winter wheat yield was fully up to the 14.7 bus. per acre estimated by the government on Aug. 1. Quality has been lowered somewhat by the frequent rains in some sections, but generally it is fair. An unusually large crop of oats is somewhat discolored, but of mostly favorable quality. Harvesting is being completed in the north. The state wheat crop is 55% and oats 34% threshed.—A. J. Surratt, agricultural statistician.

### INDIANA.

Indianapolis, Ind., Aug. 18.—Some corn was blown down by windstorms during the first half of August and a small amount of hail damage is reported. The crop averages 4½ ft. in height all thru the state. About 50% of it is tasseled. Hopes for fully matured crop rest on no frosts before Oct. 1. Rains have hurried it along to some extent. About 75% of the wheat has been threshed. In northern districts the yields are running better than was anticipated, but are below average in the southern portions. Quality of the crop is above

normal. Oat harvesting is completed in the south and nearly so in the north. The yields and quality of the 25% of the crop, which has been threshed, are generally good.—O. L. Dawson, agricultural statistician.

Indianapolis, Ind., Aug. 11.—The condition of corn on Aug. 1 was 2 points lower than on July 1. While the crop has improved some it is still 3 weeks late. About 25% is under 2 feet in height and quite a bit is tasseling at half the normal development. The present condition of 59% indicates a yield of 123,567,000 bus. compared with 192,616,000 bus., the final estimate last year. Threshing of winter wheat is 15% to 20% completed. Returns so far indicate a yield of 16 bus. to the acre, a total state crop of 29,520,000 bus., compared with 34,188,000 bus. harvested last year. The spring wheat crop is forecast at 83,000 bus., compared with 60,000 harvested last year. Oats condition is the best reported since 1915. About 40% of the crop has been cut. The condition is 92%, forecasting a total crop of 67,731,000 bus., compared with last year's 48,692,000. Barley's condition is 85% of normal indicating a yield of 870,400 bus. compared with 690,000 bus. harvested in 1923.—U. S. Department of Agriculture and Indiana Legislative Reference Bureau.

### IOWA.

New Hartford, Ia., Aug. 11.—The oats crop is good, but is getting too much rain to prove good threshing.—New Hartford Elevator Co.

Watkins, Ia., Aug. 15.—One of the best oats crops we have ever had is being produced this year, yielding from 40 to 76 bus. to the acre. Corn is 2 weeks late.—The Quaker Oats Co., W. J. Brannan, Agt.

Algona, Ia., Aug. 12.—Threshing has started. Some new oats are poor, testing around 36 lbs. to the bu. and badly stained by too much rain. Yields are running from 50 to 70 bus. per acre.—Fred Anderson.

Welton, Ia., Aug. 11.—Floods of rain in this territory have soaked the shocked grain. Much of it will be discolored and some of it sprouted. What has been threshed, however, has been good. Some oats are turning out 80 bus. to the acre and testing 36 lbs. to the bu. Barley is heavy but of bad color.—Welton Elevator Co.

### KANSAS.

Winfield, Kan., Aug. 15.—We have had 6 inches of rain during the past 2 weeks. Corn was injured by the dry weather, but farmers still think they will have a good crop. Kafir is good. Plowing is rapidly progressing.—L. C. Atkinson, mgr., Tisdale Farmers Union Co-Operative Ass'n.

Topeka, Kans., Aug. 13.—The protein content of the 1924 Kansas wheat crop varies. Present indication show wheat of high protein content will be sufficiently scarce to create a keen demand. Corn is still considerable of a gamble. Kansas crops, however, look well, and a yield of 117,000,000 bus. is indicated, which is 5,000,000 bus. less than last year. But only exceptionally late frosts can save much of the crop.—J. C. Mohler, sec'y Kansas State Board of Agriculture.

### MINNESOTA.

Okabena, Minn., Aug. 11.—Cutting of the new wheat is all done.—J. G. Van Rossum.

Winger, Minn., Aug. 16.—Crops are fair altho rust has damaged some of the grain.—Winger Farmers Elevator & Mercantile Co.

Morton, Minn., Aug. 16.—All crops except corn, are in good condition. Probably about half the corn will mature, but it will be poor.—Farmers Co-Operative Grain Co.

### MONTANA.

Missoula, Mont., Aug. 16.—Winter wheat runs about 14% to 15% protein, while spring wheat will test between 13% and 14%. The coarse grain crop is very light.—Missoula Mercantile Co.

### NEBRASKA.

Shubert, Neb., Aug. 15.—Corn looks fine. Wheat proved a good crop.—R. A. Heacock Co.

Seward, Neb., Aug. 15.—Wheat is making from 16 to 40 bus. to the acre, averaging about 25 bus. Corn looks good and promises a big crop.—F. A. Engler.

Syracuse, Neb., Aug. 7.—We are threshing wheat of excellent quality, yielding from 20 to 50 bus. to the acre. The wide range of yields, we are unable to account for except in cases of Hessian fly, as we never had it before. Farmers and business men are alike encouraged.—Farmers Elevator Co.

Paxton, Neb., Aug. 11.—Present prospects for the corn crop are not so good. Wheat crop, however, proved excellent.—W. W. Kimberly.

Table Rock, Neb.—An average of more than 60 bus. to the acre was received by Henry Goldt from his 5 acres of wheat, which threshed 304 bushels. The nearest approach to this was less than 9½ acres of wheat owned by L. Ullman, Steinauer, which threshed and weighed out 488 bushels of clean hard wheat.—F. J. P.

### NORTH DAKOTA.

Tolna, N. D., Aug. 16.—Crops in this territory are fair, but very late. No wheat has been harvested to date.—National Elevator Co.

Abercrombie, N. D., Aug. 12.—The crops about here are in good condition. Wheat harvest is about finished, and reports indicate it is averaging around 18 bus. to the acre.—M. F. Luick, mgr., Farmers Elevator Co.

### SOUTH DAKOTA.

Kampeska, S. D., Aug. 16.—Rye is exceptionally good.—Farmers Elevator Co.

Rockham, S. D., Aug. 19.—Threshing has just begun here.—E. Thorpe, Atlas Elevator Co.

Letcher, S. D., Aug. 11.—New wheat is coming in and testing 60½ lbs. with good color.—Farmers Elevator Co.

Parker, S. D., Aug. 15.—Oats are light in weight and yielding poorly. Corn is 2 weeks behind.—Farmers Union Elevator Co.

Platte, S. D., Aug. 16.—The small grain crop in this territory is good. Corn has excellent prospects. It is getting a good rain this morning.—Fred Chesley.

Wessington Springs, S. D., Aug. 21.—The general condition of small grains is good. Threshing is getting under way. Corn is doing fine but is quite late.—Farmers Elevator Co.

Mt. Vernon, S. D., Aug. 16.—Wheat is yielding 13 to 24 bus. to the acre, nearly all No. 1 Dark Hard. Oats are yielding 30 to 50 bus.; rye 30 to 35 bus. Corn is 10 days later than it was last year at this time.—Farmers Elevator Co.

### TEXAS.

Plano, Tex., Aug. 8.—Practically all the wheat moved at threshing time.—Hughston Grain Co.

Muleshoe, Tex., Aug. 15.—Crops here are the best in the history of this section. Cotton is in excellent condition.—R. L. Brown.

Plano, Tex., Aug. 8.—Wheat in this territory yielded an average of about 25 to 30 bus. per acre. Oats yielded around 30. Corn will be light on account of the hot dry weather.—Hughston Grain Co.

Pittsburgh, Tex., Aug. 8.—Hot winds have practically burned up the corn. It will not make half a crop. Cotton needs rain badly. If it is not received within the next few days it will produce a small crop. Prospects are poor for any kind of feed.—Hess & Hill.

### WASHINGTON.

Dayton, Wash., Aug. 12.—The wheat crop in this vicinity is nearly normal. Some of it is going 50 bus. to the acre.—M. Roe.

Washington, D. C.—Reports received by the U. S. Department of Agriculture from 19,000 farmers show an intended increase of 2,986,000 acres, or 7.5% in the winter wheat acreage to be sown over the acreage sown last fall. An increase of 14.1% is indicated in the rye acreage. The pre-war annual harvested rye acreage was 2,305,000; average 1914-18 was 4,671,000, average 1909-23 was 5,021,000. The total area likely to be sown this fall is 4,992,000 acres.—U. S. Department of Agriculture.

Minneapolis, Minn., Aug. 20.—Weather in the Northwest has been cold and unfavorable for corn and the ripening of late small grain. Several light frosts in various parts of the territory affected corn, tho not the other small grains. The frequent rains will help the corn crop provided weather turns warm. Practically all early wheat is cut and being threshed. Favored districts are showing some yields as high as 40 bus. per acre, which is exceptional. Late wheat is ripening slowly. Some of it in the North was infected with black rust and some is being harvested before fully matured. Spring wheat quality is the best in years, ranging as high as 63 lbs. to the bu. Barley is above the average in both yield and quality. Oats are being harvested and proving a good crop, tho some places were affected by drought.—Van Dusen Harrington Co.



## Crops Abroad.

THE ACCOUNTS of the New South Wales Voluntary Wheat Pool of Australia, for 1922-23, show payments of 4/3.32 (96.2c) per bushel to the farmers and expenses of 7.62d (14.3c) a bushel. Same old story.

THE EXPORT tax on Rumanian wheat was raised from 25,000 lei (\$115) to 45,000 lei (\$207) per carload on Aug. 4, according to the Acting Commercial Attache Louis E. Van Norman, at Bucharest, Rumania. Wheat must be scarce in that country.

THE YUCATAN, Mexico, has for several years past produced a large portion, if not all, of the corn used locally as a principal article of diet, it will have to import large quantities this year from United States, due to the small local production resulting from drought, locusts, and political troubles, according to a report from Consul Marsh.

CALCUTTA, INDIA.—The 1923-24 final estimate for the Indian wheat crop is for 364,149,000 bus., compared with 369,152,000 bus., the revised final estimate for 1922-23, says the Indian Department of Statistics. Production this year is below that of last season, but is considerably above the needs of the country, which is generally estimated at 340,000,000 bus.

THE MOST important grain raising part of Slovakia (formerly belonging to Hungary) is producing poor results. The once celebrated brewing barleys are scarcely fit for feeding purposes. Mills are feverishly buying of Hungarian and Jugo-Slav wheat. Cutting is nearly over in Moravia and Buemsa and the crop is fair, but the country is quite sure to import fairly large quantities of grain and flour.

BUDAPEST, HUNGARY.—Hungary harvest yields are 22% less than last year on wheat and rye, 25% less on barley, and 29% less on oats. The actual yield per hectare (2.471 acres) is smaller than indicated as the area planted was 4¼% larger than last season. The 6,700,000 quarters of wheat leaves scarcely any surplus. Prices are raising as a result, tho the qualities of the new grain are inferior. Barley, particularly, has suffered and the brewers are worried for fear they will be unable to get sufficient brewing barley.

A TABLE for converting radio wave lengths in meters to frequencies in kilocycles has just been issued by the Bureau of Standards, as Letter Circular 123. The mimeographed copies are limited, but those who have actual use for it can obtain a copy by writing to the Bureau of Standards, Washington, D. C.

THE EFFECT of the stagnation is not confined to the farmers of the Northwest. It reaches into the South. If this grain is not to be sent to Europe, there is no demand for the cotton sacks in which to ship it. The result is the cotton farmer suffers along with his colleagues in the North.—From Speech by Senator Royal S. Copeland in United States Senate, June 3.

## Influence of Climate on Wheat Production.

"The Influence of Climate on Wheat Production in Nebraska," by G. A. Loveland (*Bul. Amer. Met. Soc.*, 5 (1924), No. 3, pp. 43, 44), says that wheat was neither important nor profitable during the early days when it was first raised in Nebraska. Introduction of a new variety, Turkey Red, which was better suited to the climatic conditions, improved cultural methods, through which the press drill was used in seeding; and effective control of insect enemies, entailing establishment of sowing dates that avoided Hessian fly injury, made it profitable. This abstract from a paper on this subject presented at the Cincinnati meeting of the American Meteorological Society, makes a somewhat complete study of the weather during the critical periods in wheat growth, covering the past 25 years, and shows the close relation between weather and wheat production.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Okabena, Minn., Aug. 11.—Not much of the new grain is moving as yet.—J. G. Van Rossum.

Big Springs, Neb., Aug. 11.—Wheat is moving with satisfactory rapidity.—Farmers Elevator Co.

Welton, Ia., Aug. 11.—New grain is just about ready to start moving in this territory.—Welton Elevator Co.

Muleshoe, Tex., Aug. 15.—This station will ship 500 cars of maize, kafir, and sorghum seed, this season.—R. L. Brown.

Syracuse, Neb., Aug. 7.—A much larger percentage of the wheat than is usual is going into the bins.—Farmers Elevator Co.

Thompson, Nebr., Aug. 11.—The new crop of wheat is coming in rapidly and is of fine quality.—Farmers Union Co-operative Ass'n.

Kampeska, S. D., Aug. 16.—Movement of grain at this station is rather slow as threshing, outside of feed and rye crops, has not started.—Farmers Elevator Co.

Missoula, Mont., Aug. 16.—Crops have just started to move thru this territory and while all wheat is of excellent quality we will ship only 50% of a crop.—Missoula Mercantile Co.

Winnipeg, Man., Aug. 14.—Winnipeg's first shipment of this season's grain arrived today. The 3 cars of rye, 2 from Gretna and 1 from Altoona, Man., were consigned to the Lake of the Woods Milling Co., Ltd.

Amarillo, Tex.—All records for grain movement at this market were broken in July. The Amarillo Grain Exchange inspected 2,017 cars during that month. The highest former record was 1,013, made in August, 1923.

Washington, D. C., Aug. 18.—United States exported 6,037,000 bus. of wheat to foreign countries during the week ending Aug. 16, compared with 3,622 bus., the figure for the corresponding week of 1923. Exports of wheat for the period July 1, to Aug. 16, were 11,657 bus., compared with 15,147 bus., which were exported during the same period last year.

Washington, D. C., Aug. 20.—Due to the high tariff no wheat was imported into this country during the weeks ending Aug. 9 and 16. During the whole period from Jan. 1, 1924, to Aug. 16, only 15,040,360 bus. were imported, 7,275,934 duty paid imports for consumption and 7,764,420 into bonded mills for grinding into flour for export.—Bureau of Foreign and Domestic Commerce.

Philadelphia, Pa., Aug. 1.—Receipts of grain during July at the Philadelphia Commercial Exchange in bus. were: Wheat, 527,480; corn, 42,581; oats, 172,883; rye, 3,672; barley, 1,831; compared with July, 1923, receipts, wheat, 1,404,200; corn, 20,932; oats, 98,719; rye, 18,415; barley, 1,786. Shipments in bus. amounted to, wheat, 395,838; oats, 60,046. July, 1923, shipments were, wheat, 804,094; corn, 144,810.

Minneapolis, Minn.—Bushels of grain received at this market during July amounted to wheat, 5,460,210; corn, 992,280; oats, 1,010,750; barley, 399,540; rye, 427,410; compared with receipts during the same month in 1923, wheat, 4,976,290; corn, 442,130; oats, 653,550; barley, 789,390; and rye, 347,050. Shipments were wheat, 3,325,020; corn, 699,370; oats, 1,225,160; barley 588,420; rye, 1,099,960; compared with July, 1923, wheat, 3,019,600; corn, 500,630; oats, 2,848,800; barley, 907,640; rye, 122,780.

Ottawa, Ont.—During the 12 months ending June 30, Canada shipped 153,887,133 bus. of grain thru United States Atlantic ports. Of this, 121,890,851 bus. was wheat. During the same months Canadian seaports shipped 128,366,274. Canadian ports handled a little over 50% of the grain, which is a larger percentage than usual, due, chiefly, to the increased shipments from Vancouver. New York was first as an outport for Canada wheat with 64,290,476 bus., Montreal ran a close second with 64,091,275 bus.

San Francisco, Cal., Aug. 16.—A cargo of 30,000 tons of Argentine corn was received here early in the week. It sold around \$1.23 per bu., sacked f. o. b. cars at the San Francisco market. Omaha cars of corn, at the prevailing Omaha prices, could hardly be delivered at this market for less than 20c per bu. more.

## A Survey of the Wheat Crop.

Chicago, Aug. 21.—The big bull movement of the past sixty days had its real inception in the United States government crop report of June 9th, which indicated a wheat production of 693 million bushels winter and spring. It was known before that, that world conditions were moderately bullish, but in spite of this the price had remained around the \$1.05 level. Our crop report and a growing realization of the shortage abroad forced prices up approximately 30c per bushel in this country and 40c in Canada. Since then there has been a radical change in our own domestic crop outlook. The last government figures indicate a production of 814 millions all wheat, which we think will have to be further revised upward. Threshing returns in the winter wheat belt, particularly in Kansas, indicate that the government is still low and there are many well posted people who think that the winter wheat production will run over 600 millions on the final estimate. The big increase, however, is likely to come in the spring wheat. The government indicates an average yield per acre of 13.3 bushels for all spring wheat, including durum. Preliminary threshing returns and a close observation of wheat which is not yet cut but about to be harvested indicate that yields will be heavy in the spring wheat territory. A great deal of the wheat will run 60 to 62 pounds to the measured bushel. This means heavy yields per acre. We do not think it at all out of the way to assume that the spring crop, including durum, will average two bushels per acre higher than the government figures, which would mean about 35 millions more wheat in the four states, or a total spring production of 260 millions. This would mean a combined winter and spring crop of around 850 millions or more. We would not be surprised to see final figures confirm this. Assuming this to be correct, it means an increase of around 170 million bushels over the June estimate, which is a very material factor.

Canada, according to latest government estimates, is 192 million bushels short of last year. Europe, according to Broomhall's estimate of yesterday, is 177 million bushels short of last year. Allowing that Canada and the United States have 75 million bushels more carryover than they had last season, this would indicate a net shortage of 230 million bushels in Canada, the United States and Europe. Oriental countries were heavy importers of our wheat on the last crop, but this importation was greatly stimulated by the exceedingly low price. This year it is questionable whether there will be any cheap wheat from the Pacific coast or cheap Canadian wheat via Vancouver, and it is natural to assume that Orientals will substitute rice consumption in a large measure in place of high priced wheat where they would not do so with wheat selling materially lower. It must also be borne in mind that a large quantity of wheat was fed on farms in this country last year on account of the very low price. Furthermore, European consumption was doubtless enlarged for the same reason. A cheap commodity always disappears at an excessive rate into channels of consumption; whereas high prices invariably create economy of consumption.

We are not arguing for low prices on this crop. We believe that the closer supply and demand adjustment justifies a materially higher price than that which prevailed last season. We think this crop is going to be merchandised on a profitable basis to the producer, and we have been consistently bullish on wheat from \$1.05 up, but we think the time has come when one's enthusiasm should not be permitted to smother his judgment, and accordingly we advise extreme caution on the long side of wheat.—Siebel C. Harris of Cross, Roy, Eberhart & Harris.

CHICAGO, ILL.—Reports from Wisconsin, Iowa and Illinois testify to the ferocity of one of the most severe wind and rainstorms that ever struck the Middlewest, which raged thru these states on Aug. 19. Three inches of water fell in many sections of the territory, lodging standing grain and damaging much that was shocked.

THE EMBARGO on grain flour and grain products imported into Germany has been lifted by the Ministry of Agriculture. This office, however, intends to prevent exports of these products from assuming considerable proportions. Difficulty is being experienced by the German farmers in disposing of their products, due to imports, which is the reason given for the Government's action in causing embargoes.



# The Country Elevator and Its Functions

Address by Frank J. Delany, Broadcasted by WDAP

Surely there is no matter that is of greater public concern than that of seeing that the farmer in the field is remunerated for the work that produces the food—and well remunerated—and it follows that there is an equal public interest in the general proposition that there shall not be interposed unfair or unreasonable profits, and least of all excess or unnecessary charges. We have all a primary interest, therefore, in seeing that the great grain crops of America are handled in their long journey from the farm to our tables or to the table of the foreign consumer, in the first place honestly, and in the second place efficiently, because if handled both honestly and efficiently, they will be naturally handled economically, and this means benefit to the producer and consumer.

All are in agreement, therefore, upon the end to be obtained, viz.: that the producer may secure for his grain all that world wide conditions and immediate market influences may permit and on the other hand that the consumer shall not pay more for his food than the same influences determine. No farmer wants more than this—no consumer wants less.

The American farmer wants a marketing facility that will be in a position to accept his grain when he wants to deliver it, which will pay to him spot cash all that market values at time of delivery warrant. He wants honest weights and he wants a satisfactory and honest determination of its quality by grade. Incidentally also he wants transportation charges at a figure which will not be confiscatory, but which at the same time will permit the transportation agencies to furnish to him above all satisfactory and efficient transportation service.

It goes without saying that, besides wanting these things, he wants, first and foremost of all, a net price to him which will be remunerative for the time, labor and investment which the production of the grain has involved. Wanting this above all, he wants the other facilities as a means to this end, and he wants these facilities therefore conducted honestly and efficiently.

I think this is a fair statement of the farmer's wants.

It is not to be expected that any man would be content with an enterprise which is not remunerative, or in many cases not even self-supporting. Farmers have made an attempt to change conditions, initially through co-operative associations, engaging in the grain business at country points.

There is no farming country in the world which enjoys the facilities enjoyed by the Canadian as well as the U. S. farmers. The farmer on this side of the boundary line has better facilities because the Canadian grain belt is a newer enterprise than ours. The business of grain farming and marketing is going through the same evolution in Canada that was experienced here, although the Canadians have naturally profited by our experience.

A sketch of that evolution may be interesting.

The early practice of the colonial farmer, namely, delivering his grain crops in bags to a warehouse or mill at his nearest village, taking payment in supplies or product, was rapidly outgrown as the immense prairie country of the great middle west opened up. The grain crops of that marvelously fertile soil were enormous in volume, and were pressing in increasing tonnage yearly for markets. It was early found that grain could be delivered in tight wagon boxes in bulk and thus escape the waste and cost of handling in bags. This of course was an economy and so the handling of grain in bulk became the common practice coincident with the initial development of the middle west. Water transportation was inadequate, and in great areas was not even available, and hence this also was the era of rapid railway development and construction in all directions. This great middle west garden and granary of our country was practically the frontier.

Capital Was Lacking.—The chief assets of the producing population, and of the merchants as well, were enterprise, courage, industry and determination. Capital was conspicuous by its absence. Soon the transportation lines, dependent almost entirely on grain tonnage for income, realized that facilities for the accumulation and loading of this grain at country points of delivery to rails were quite as necessary agencies as box cars and engines for its transportation. There was insufficient capital in the local communities to construct these, as well as inadequate talent to operate them. The transportation agencies induced city talent with capital and experience in the grain trade to construct along these railways elevator facilities of as substantial and efficient a character as the situation and their own influence could

procure. As a means of inducing investments in these facilities along their lines, many of these railways gave to some of these elevator operators undue preferences either in the matter of service or freight rates, or both.

"Line" Houses Enter.—Thus it came about that the purchasing of the grain from the farmer, once having become a "bulk" proposition, gradually shifted from the little local general merchant or miller to, in most cases, a representative of what is called a "line" house. The local men operating these facilities were agents of some central corporation, and paid for the grain prices dictated by the owners of the enterprise in the remote cities. That under this system the margins of profit exacted were large, in some cases, and indeed in many cases, cannot be denied, but in fairness it must also be admitted that the risks involved in the enterprise then were very much greater than they were later on. It is an axiom of trade that the profits obtained must be commensurate to the risks involved or the enterprise fails.

Independent Dealers Enter.—As the country increased in wealth and population, as tonnage of grain increased, the talent for handling it increased, and various individuals (many of these thrifty ex-employees of "line" houses) began to make investments in elevator facilities at country points and thus developed the "independent dealer" who bought grain in competition with what was called "line" houses. This of course made for a competitive market, and the farmers at once reaped the benefit of that situation.

It was the free access to open public markets on the Exchange that made the independent buyers' activities possible. In many cases these independent buyers were financed by capital furnished by commission houses or grain men, members of the Exchanges, who because of their knowledge of grain and its distribution from terminals were able safely to make such investments.

Formation of Co-operative Elevator Companies.—As the growth of wealth and crop tonnage increased and as the farmer became more independent in his position, he began to examine into these facilities. Because of the publicity given to transactions on Exchanges, he became familiar with the values which the grain brought in the first primary markets to which his grain was shipped. He calculated the freight costs, etc., and concluded in many instances that the spread between the price paid to him and the price which the grain brought in the terminal market was too great. Of course, in some cases he was correct, and in other cases he was wrong. The result was, however, that he set about forming co-operative country elevator companies. It is worthy of note, however, that even before the advent in a serious way of the co-operative farmers' elevators the activities of the "line" houses had been gradually dwindling. The independent grain buyers furnished a personal contact and injected a personal element into business that was in the most cases absent, in the case of the hired manager of a line elevator. Thus human nature worked itself out true to form, and gradually the line elevators were sold out to independents or to co-operatives, because of the unremunerative return on the investment to the original owners.

"Line" House Passing Into History.—As the importance of the independent and the co-operative country elevator grew, the importance of the "line" house diminished. As a general proposition it may be stated that it remains now only in the newer grain countries, and principally only in sections where either the crop production or crop movement is neither sufficient in quantity nor continuous enough in movement to warrant the maintenance of open facilities the year around.

Individual Enterprise More Efficient.—In theory the co-operative elevator furnishes an ideal character of management for the country elevator. In practice it has not worked out as successfully as in theory. The principal reason, and one that is generally overlooked, is the circumstance that individual ownership and individual control is more efficient in meeting quickly any changes in conditions than hired management which must be necessarily bound by hard and fast rules governing policies. Co-operative elevators have not been a uniform success any more than line houses or individually owned houses, the success or failure of each in the last analysis has been dependent and been predicated upon exactly the same elements that determine the success or failure of every enterprise in the business world.

It is absolutely certain that co-operative business activities in this field are subject to the same economic laws that govern all business

activity. No business activity can succeed unless it has:

- Sufficient capital.
- Capable management.
- A business opportunity.

Every business must make profits or the experience of losses resulting from unforeseen contingencies, which are therefore not escapeable, will ultimately exhaust the capital.

That the American farmer, if he desires to market his grain through a co-operative elevator, has that right and shall obtain that opportunity, cannot be denied, providing the crystallization of that idea into facilities enjoys ample capital, capable management, and does not at the same time create a super-abundance of facilities or does not at the same time destroy competition entirely and thus create a monopoly. Curiously enough, a monopoly of a local grain market even though it be enjoyed by farmers is quite as distasteful to farmers themselves as a monopoly owned by others. It is becoming apparent now to farmers as well as to others that duplication of facilities and a creation of unnecessary facilities is a waste of capital and is therefore destructive of capital and that the price of this destruction is always ultimately paid.

Whatever form the management and operation of the country elevators take, its function is this—to take in from the farmer his occasional wagon load of grain, to pay him therefor all that the market that day will afford, to furnish a facility that will take from him large quantities of grain when he is in a position to deliver large quantities and to pay him for the same as soon as it is delivered on a spot cash basis, and a fair grading of the grain and fair weighing of the same.

## The Country Elevator.

The country elevator, whether line house, independent, or co-operative, therefore furnishes a physical facility and a financial convenience complete in its way. Its efficiency, however, is measured only by the capabilities of its management. It may be observed here that theorists have proposed at times the development of a series of warehouse receipts and negotiable instruments similar to those which are effective in terminal markets to be applied directly at the first point of storage of the farmers' grain, viz.: the country elevator. While ultimately such a plan may be worked out, at the moment it is not feasible, for the reason that adequate equipment of conditioning facilities, the proper policing of storage stocks, and a disinterested and impartial weighing service, a disinterested and impartial grading service are necessary to insure the integrity of that plan. While these could be furnished, it would be at such a cost as to make the plan unworkable because of its cost.

The successful operator of the country elevator must have an expert knowledge of grain qualities and grades and a continuing up-to-the-minute knowledge of prices, since these prices are always ebbing and flowing in response to world wide influences which are always changing.

Having purchased the grain, he may and probably will, if transportation is available, immediately ship it to a market to be sold there on the basis of the grades established by some disinterested inspection and on the weights established also by disinterested authority.

When he ships his carload of grain he will secure what is known as a "shipper's order" B/L. This B/L carries title to the property and is a negotiable instrument. He attaches B/L to a draft upon either his commission merchant to whom the car has been consigned by him or to the buyer to whom he may have sold the car. He may elect either to consign it and take the market risks while the car is in transit or he may elect to sell it "to arrive."

Each grain dealer each morning receives a multitude of bids for grain from all markets to which his grain is tributary and these bids for grain vary as between buyers in each market and as between markets. He will naturally select the most attractive bid from the standpoint of price and terms, and he will accept that bid by telephone or telegraph communication with the party who makes it. He follows this with a written formal confirmation of the sale and shipping later in complete accordance with the terms of the sale contract.

In any case the draft which he makes against his carload he deposits with his local bank, and since there is attached to this draft a negotiable instrument carrying title to the grain, the local banker has no hesitancy in giving him immediate credit on his bank books in the sums of money represented by the draft. This for the reason there is available through the B/L weights and reasonable understanding of the quality of the grain in his immediate territory. This, therefore, becomes an exceedingly safe and solid basis of financing, for it is based on what is certainly a liquid commodity, grain in process of sale and delivery.

It is apparent, therefore, that to all intents and purposes, under this system, once grain is delivered to the country elevator it immediately becomes what is known in banking parlance as "liquid collateral," the highest form of collateral which is offered to bankers.



When one considers that outside of Canada and the U. S. these facilities are available in no other agricultural district in the world, that in other countries for the most part grain is assembled in immense piles in bags in sheds or under canvas at various shipping points, mostly shipped on flat cars under canvas in bags, and is really not available as a value until it reaches the terminal markets, one can appreciate the superiority of our system. Great wastes are a natural accompaniment to such crude methods in vogue elsewhere. It is for this reason that practically every other surplus grain producing country in the world has at various times sent missions into America to examine into methods here. All of these missions, without exception, have recommended adoption of these methods as the highest form of efficiency and economy that can be developed in the handling of the surplus agricultural crops.

Considering, in conclusion, the interest of the average well informed, up-to-date individual farmer in this system we believe that it is the best farmers who take most interest. We see that while the farmer of this representative type may have had a more or less hazy familiarity with the historical and commercial facts outlined, yet he finds difficulty in applying them to his individual problems, and of completely understanding either these processes or their significance to him personally.

The average farmer who at some time or other accompanies his car of livestock to the Chicago stock yards can, if he cares to do so, follow his identical animals through the packing house and on through to the packing cases. That sort of a commercial process is therefore relatively simple and easy to understand. On the other hand, if he accompanies his carload of grain to the Chicago market, he finds it is sold on the Chicago Board of Trade. In visiting the Exchange here, he encounters immediately what to him appears to be a mass of red tape, and the utmost of turmoil and confusion, all of which seems to him to be very remote from having any practical use or purpose in the disposition of his grain.

Notwithstanding that all of this seeming turmoil and excitement is simply the multiplication of the effort of individual sellers to sell dearly, and of buyers to buy cheaply, and is, therefore, in the last analysis unrestricted competition in full play, it bewilders him. This is not surprising. He cannot be expected to understand all of this on his first contact with it. It is not unreasonable therefore that he should come away from that experience bewildered and uncertain and with somewhat of suspicion of all these processes. It is part of our humanity to be doubtful and suspicious a little of what we cannot understand, the suspicion being born, of course, by lack of understanding.

A YOUNG MAN failed to receive an appointment as business manager of an organization for which he seemed to be qualified because the president learned how inefficiently he managed his own personal funds. The man who cannot be efficient in his home management isn't likely to be efficient in managing a business institution.

## A Well-Built Elevator and Mill Plant.

On the Rock Island tracks at Oklahoma City, Okla., the Hardeman-King Co. has erected a grain elevator, mill building, warehouse, office building and garage, with provision for future expansion of the business.

The grain elevator is designed to serve as a head house for additional grain storage bins that may be constructed on the north or west sides. It is 36 ft. square by 120 ft. high above base of rail. Four bins in the corners run down to the ground, the others are overhead bins, the capacity of the 21 bins ranging from 1,700 to 6,700 bus., giving a total storage of 60,000 bus.

On the north side of the head house is a reinforced concrete dust house 14x27 ft. Below this dust house is the Combination Truck and Wagon Dump and a Howe Truck Dump Scale. A Howe Track Scale is on the south side of the building. The two main elevator legs have a capacity of 5,000 bus. per hour each. On the first floor are a receiving separator and an oat clipper, and in the cupola is a Western Gyration Cleaner.

The mill building is 48 ft. square, two stories and basement high, entirely of reinforced concrete with the exception of the curtain walls, which are of hollow face tile. This mill building also includes some concrete stock bins. In the basement are three concrete molasses tanks 15 ft. square by 10 ft. in height. This basement also has a boiler room 16 ft. square, shower baths, toilets and locker rooms. The mill has a complete line of machinery for grinding, blending, mixing, polishing and sacking for the manufacture of poultry and stock feeds.

The warehouse is 48 ft. wide and 162 ft. long, one story and basement in height. It is of the same construction as the mill building. A portion at the east end of this warehouse is walled off so as to provide a garage 24 ft. 6 ins. wide by 40 ft. 6 ins. long. Directly over this garage on the second floor is located the office for the plant.

The plant was constructed by the Jones-Hettelsater Construction Co., and all of the machinery was furnished by Sprout, Waldron & Co.

The Hardeman-King Co., of which Cecil T. Hardeman is general manager, had an extensive plant already in operation at Oklahoma City, besides a flour mill at McAlester, their brands of flour and feed being "Merit" and

"Clover." The new plant rounds out their manufacturing facilities.

## Handling Wheat and Wheat Screenings.

BY P. D. SCOTT.

It is unfortunate that so many elevator foremen and superintendents are content to ship out dirty wheat without making one more effort to remove the foreign matter contained. The trouble is the operators do not make test separations. They hastily examine their wheat and decide that it is about as clean as they can get it and they let their screenings go to the feed manufacturer who immediately puts it through a separator and salvages many bushels of wheat that cost him only the price of screenings. The loss sustained by some elevators through lack of vigilance could often be turned into a handsome profit to the delight of the owner.

Elevator men who labor under the impression that they are not losing any wheat in their screenings owe it to themselves to make carefully conducted test runs. Picking up handfuls here and there at random may not disclose a large number of wheat kernels, but a test run or careful analysis of a given quantity will bring to light the heavy loss of good grain which should be sold as wheat. Many operators are ever ready to jump to the conclusion that the oats contained in the wheat would not justify running the mass through another machine to effect a perfect separation and thereby increase the market value of both grains.

Improved separators generally pay for themselves in a short time if any considerable amount of grain is to be separated.

The present price of wheat makes it more important than for several seasons that every effort should be made to save all marketable wheat from the screenings and also to separate the wheat and oats and sell them separately.

The scouring action of some cleaners also effects an improvement in the appearance of the oats and should improve their marketable quality as well as increase the price. The elevator operator who cleans, scours and purifies grain invariably improves the quality and performs a service of real value to both the producer and the consumer.

Those who hesitate to make every effort to effect perfect separations ignore a chance to increase their service and their rewards.



Hardeman-King Co.'s New Fireproof Elevator, Mill and Warehouse at Oklahoma City.



## Kansas Wheat Pool Members Revolt.

BY AUDITOR PENN.

Farmers who signed as members of the Kansas Wheat Growers Ass'n are beginning to want to know "why." A movement to dissolve the organization was started in Wichita Aug. 9, when a number of the members met and formed a new organization to find out "why."

The protesting members have elected the following men as officers of their body: Isom Wright, Great Bend, pres.; C. O. Trower, Wellington, sec'y-treas.; Lem Bowser, Darlow; Ralph Shrader, Rome, and John Everts, Garden Plaine, as a board of directors with the officers.

The following petition, which it is said has been signed by more than 1,000 farmers, has been drawn up:

We, the undersigned, being more than one-third of the members of the Kansas Wheat Growers Ass'n, file this petition and do hereby demand and call a special meeting of the members of said ass'n to be held....., 1924, at 10 a. m., at the Chamber of Commerce rooms, Wichita, Kan.

The specific business to be brought before the ass'n at such meeting is,

1. The question of dissolving the corporation, and taking any proper steps toward that end.

2. The question of terminating for the present, so far as is legally possible, the operation of the corporation in handling or dealing in wheat not already in the ass'n's possession, and taking any proper steps toward that end.

We hereby authorize and instruct the secretary of the company to send out notices of said special meeting in accordance with the by-laws and statutory requirements of this company. We demand that the board of directors join in this call.

One of the points which the protesting members seem to want to know about is that of a reserve item kept by the ass'n from previous payments for wheat. This, it is understood, amounts to 3 cents per bushel which was deducted "to care for any items unpaid in the form of open accounts or settlements of sales on wheat in the 1923 pool. It also represents items which are in litigation, the value of which has not been determined," the statement of the ass'n says.

According to a statement credited to Mr. Trower, the membership of the ass'n wants to know for what purpose the 3 cents, held in reserve, was used.

"We are wondering why we did not get an itemized statement regarding this amount, together with our final settlement sheet," he is reported to have said: "We are also wondering whether or not this amount was used to help defray organization expenses of the Kansas Co-operative Wheat Marketing Ass'n, in its attempt to get 44,000,000 bus. of wheat under contract."

Officers in the protest movement are said to have stated that officers of the ass'n are receiving the following approximate salaries: B. E. Corporon, general manager, W. W. Young, sales manager, and T. A. Nofztger, attorney, at rate of \$6,000 a year; N. R. Morgan, auditor and Ernest R. Downie, secretary-treasurer, \$300 a month; Ben Barr, traffic dep't, \$200 a month and George B. Cutting, editor, \$250 a month.

Besides, it is said there are between a half dozen and a dozen men who get salaries ranging from \$125 to \$200 a month each; a dozen or more girls whose combined salaries total several hundred dollars a month; office rent that amounts to more than \$300 a month; interest that amounted to \$0.0053 per bushel; a membership in the Kansas City Board of Trade which cost more than \$8,000; between 8 and 14 field men who draw salaries of \$150 a month, expenses and \$12.50 each week for upkeep on their cars, and who check up on members, get elevator contracts and the like.

The report of the activities of the protesting members states that the ass'n marketed 2,200,000 bushels of wheat in 1923, and that, counting the 8 cents a bushel overhead charge and the three cents a bushel held in reserve, it cost \$242,000 to market that quantity.

The following statement is purported to

show the final figures as compiled for the 1923 settlement:

General Expense:	
Storage and handling terminal elevators.....	\$0.0274
Storage county elevators.....	0.0035
Telephone and Telegrams.....	0.0013
Postage.....	0.0006
Insurance.....	0.0013
Stationery for country elevators.....	0.0004
Taxes.....	0.0002
Sales Department:	
Salaries.....	0.0054
Commissions.....	0.0015
Brokerage.....	0.0010
K. C. Office, rent, lights and misc. exp.....	0.0004
Accounting Department:	
Office clerical salaries.....	0.0077
Traveling auditor.....	0.0008
Stationery.....	0.0012
Misc. supplies, etc.....	0.0004

Ass'n charge 2% of sales.....\*0.0218  
0.0807

\*Ass'n charge of 2% of sales as provided in membership contract. Salaries and expenses of general manager, secretary and treasurer and directors, rent of Wichita office, etc., are included in this item, and are not charged in addition or separately.

## I. C. C. Without Jurisdiction Over Loss and Damage.

The Interstate Commerce Commission, in the case of Rosser & Fitch v. Atlantic Coast Line R. R., on July 3, 1924, decided as follows:

Complainants are merchants and shippers at Jacksonville, Fla. They allege that defendants have failed and neglected to establish, observe, and enforce just and reasonable regulations for the uniform settlement of loss and damage claims arising out of the handling, transportation, and nondelivery of property, and are guilty of practicing unreasonable and unjust regulations in their claim departments, in violation of section 1, paragraph (6), of the interstate commerce act; and that in the adjustment of such claims they practice unjust discrimination in violation of section 2 of the act. We are asked to establish reasonable regulations for the settlement of loss and damage claims. C. W. Zaring & Company intervened in behalf of complainants.

Defendants moved to dismiss the complaint on the ground that the subject matter is one over which we have no jurisdiction.

The sections relied upon by complainants do not empower us to prescribe rules and regulations for the settlement of claims arising from loss or damage to shipments in transit. Such claims, and the measure of damages applicable thereto, are cognizable only in the courts. Buss v. N. Y. C. R. R. Co., 145 I. C. C. 161; National Industrial Traffic League v. A. & R. R. Co., 61 I. C. C. 120, 125.

The complaint will be dismissed.

RIGA, LATVIA. — Warehouses containing 1,500,000 bushels of grain belonging to the Saratov government were robbed by peasants during the last week in June and the first week in July. The grain, collected a year ago from the peasants, was being held for export

## Barnes Explains Federal Trade Charge.

J. H. Barnes, pres. of the Barnes-Ames Co., New York, and the Barnes-Irwin Co., Philadelphia, which firms have been cited by the Federal Trade Commission on representations of the Italian government that the firms sent shipments of wheat to Italy carrying an excess of foreign substances, explains:

"The issue is quite simple. Under the authority of Congress, the Department of Agriculture has established federal standards of grades of grain, and has licensed inspectors at all the seaboard ports, who issue certificates of the quality of grain shipped abroad. All grain shipped by the Barnes-Ames Co. and all other exporters is inspected by these government licensed inspectors, and certificates issued showing the grade and quality, which under all foreign contracts is accepted as final evidence of the quality of the grain sold. The dependability of this system is shown by the fact that complaints from foreign buyers are almost unknown. In this particular case, the Federal Trade Commission has acted on the complaint of a foreign buyer, and the issue will be as to whether federal standards of grades and federal certificates of inspection properly protect both buyer and seller."

## Distribution of Cars in Time of Shortage.

C. A. and S. E. Leinbach, farmers, in July, 1920, gave a written order for cars in which to load wheat, to the agent of the Union Pacific at Onaga, Kan., having sold the wheat for July delivery at \$2.60 per bushel. They ordered one car July 15 and a second car July 18, to be ready for loading July 22. They started threshing July 18 and had about 1,200 bus. threshed on July 22.

The grain elevator operators at Onaga already had written orders in for cars sufficient in number to take up all the cars the railroad company had available during this time, and to several inquiries made at the station until July 31 the agent stated that the few cars available were being distributed on earlier orders, in compliance with the general rules of the U. S. R. R. Administration. By Sept. 20 wheat had dropped to \$2.28 and by Feb. 16, 1921, to \$1.55 at Onaga. The Leinbachs, who had contracted for the delivery of the wheat to Peter Guame & Son at Onaga, brought suit for damages for delay in furnishing cars, and the lower court held:

Plaintiff's wheat was not available for 'prompt loading' as that term was defined in the rules in force on defendant's railroad; that is, the plaintiffs' wheat was more than a mile from the railroad station and the evidence does not show that a car, if placed for loading in response to plaintiffs' order, not later than 10 o'clock, could have been loaded with wheat from plaintiffs' farm before the close of the day on which the car was placed.

The decision against the Leinbachs was affirmed by the Supreme Court of Kansas on appeal July 5, 1924, stating:

The plaintiffs contend that, under the rules for the distribution of cars observed by the defendant, they were entitled to the cars when compared with the number of cars furnished to the other shippers of grain at Onaga. The plaintiffs had sold their wheat. The purchasers had imposed the condition that the wheat should be loaded on the cars. To comply with that condition, the plaintiffs ordered the cars. If the plan had proved successful, it would have resulted in the purchasers securing more than their share of the cars available under the rules for the distribution of cars at Onaga. That may have been the reason for imposing the condition. The purchasers by that condition could not lawfully get more than their share of available cars. The plaintiffs could not lawfully assist the purchasers in getting more than their share of such cars, and they cannot collect damages from the defendant for failure to furnish cars under such circumstances.—227 Pac. Rep. 259.

## Panama Canal Proving Its Worth.

The Panama Canal is now the world's greatest artificial interocean waterway, tho it has only been in use 10 years. In 1923 canal tolls totaled more than \$17,000,000 against expenses of \$4,317,000, a net profit equal to more than 3.5% of the construction cost of the canal, \$375,000,000. Nearly 4,000 vessels passed from ocean to ocean last year.

The fiscal year of 1924 jumped even higher. Of the 107,000,000 cargo tons transferred during the 10 years, more than one-fourth is credited to 1924, and the tolls rose to \$24,290,000. Considerable grain moves thru its locks. During the past decade over 25,000 ships have passed thru the "big ditch." These paid \$97,802,000 in tolls, a sum equal to over one-fourth the total construction cost. An average of 14 vessels a day are carried by the canal and Uncle Sam collects each day about \$65,000 in tolls.

EXCELLENT GROWING weather during June has caused favorable crop reports thruout the Reich (Germany). Financing of the crop movement is entertaining difficulties almost as great as last year's crisis, and is causing grave concern. A 2-months moratorium on payment of agricultural taxes has been granted by the government. Reimposition of pre-war import duties on foodstuffs is proposed, and enactment is quite possible in exchange for Nationalist support of the Dawes plan.



# Michigan Dealers

## Celebrate at Adrian

The 23d annual convention of the Michigan Hay & Grain Ass'n was called to order at 10 A. M., Aug. 16, by Pres. L. M. Swift of Lansing in the Masonic Temple Auditorium at Adrian, Mich., with 40 present.

Rev. Lewis Walker, of Westerly, R. I., invoked divine guidance.

Geo. L. Bennett, pres. of the Chamber of Commerce, welcomed the dealers to Adrian, and S. O. Downer of Saginaw responded.

FRANK COWARD, of Bronson, Mich., federal appraiser for southern Michigan of the Federal Land Bank of St. Paul, Minn., the territory of which includes Michigan, Wisconsin, Minnesota and North Dakota, gave an instructive report on the activities of the bank. It has \$111,727,700 of farm mortgages and \$109,731,475 of farm loan bonds outstanding.

Loans are not made on farms operated by renters, but only to owners who occupy and operate the farm. For each \$1,000 borrowed he pays \$32.50 every 6 months, \$10 for the amount paid the first year applying on the principal, the portion applying on the principal each year increasing until at the end of 34½ years the principal is paid off. In many counties of Michigan there are no delinquencies. One to two per cent of the borrowers have caused all the trouble. Since 1923 the United States Government has borne no part of the expense, the system now being self-sustaining without government aid.

The afternoon session was called to order at 1:45 P. M. with a little larger attendance and all those who came remained to adjournment as the proceedings grew in interest.

PRES. SWIFT: There having been no quorum last night of the Board of Directors, I will outline in brief a few suggestions on behalf of your Board of Directors.

### Report for Board of Directors.

**Reduction of Reconsigning Charges.**—It is recommended and suggested that immediate steps be taken either materially to reduce the reconsigning charges now in effect in various markets or more free time be allowed on shipments arriving prior to the arrival of necessary clearance papers. It is apparent this year that the carriers are moving shipments to destination in a surprisingly short length of time. Several instances have been brought to my attention where cars have been hauled as far east as Buffalo from Michigan in a single day.

We certainly are thankful for such excellent service, but the free time allowed is not sufficient to enable us to get the papers through the banks before car service and reconsignment charges accrue. This question has been up many times before, but as yet nothing has been accomplished and I strongly urge that our association pass a resolution that will definitely express our feelings on this matter.

**Caution Against Damp Wheat.**—It is also suggested that elevators located in sections of the state where moisture has been excessive use extreme caution in purchasing new crop wheat. Many cars arriving at terminal markets have shown a high moisture content and it is needless to say that discounts are heavy. Know exactly what you are buying at all times and sell your grain for just what it is. The discounts on grain sold on sample as a general rule are not as large as grain sold on government grades and later discounted when it fails to grade as sold.

**Obtaining Cars.**—At this time of year shippers are generally seriously handicapped by the inability of the railroads to furnish empty cars for loading. Your association will be of service to you in this regard and our traffic committee stands ready and willing at all times to take such matters up for you.

**Have Emerged from Difficulties.**—Present conditions in the trade clearly demonstrate the fact that we have definitely emerged from the difficult times of the recent past and it is pleasing to observe how rapidly the horde of reformers who have constantly attempted to sidetrack supply and demand for some untried theory are disappearing. With a substantial advance in grain prices and a much more hopeful and constructive world condition there is every reason to believe that the present year will rectify many of the ills accumulated during the past period of deflation and leave everyone from the

former to the ultimate consumer in a more hopeful frame of mind. In other words, I firmly believe that we can discard the flat tires on which we have been bumping along and start riding on balloons. But we cannot afford to jeopardize the many apparent advantages that we have gained by becoming disorganized.

There never before in the history of the trade was a period when we can accomplish more than at present. The time is here when we must have more faith in each other and combine forces so that we can successfully lay the ghosts of the past.

The grain and hay dealers must not forget their organization just because we have for the time being escaped a crop of reformers who threatened to throw us on the scrap heap. We must not forget that a disorganized grain trade could never have successfully aroused public opinion to the point of defeating the reformers' McNary-Haugen bill and other measures only a little less harmful in the last congress. A strong states organization is important and so I ask you to give your loyal support to the Michigan Hay and Grain Ass'n, which is directly concerned with the problems of every one of you. It is your spokesman, your bureau of information and your court of arbitration and appeal. Make use of its functions. If you have an idea that will benefit the trade do not keep it hidden, but write your secretary and through him tell your fellow members. Be friendly, even your competitor may be a pretty good fellow when you get inside his shell. Get him to join the Ass'n and let us all boost together for our own good and the good of the Michigan Hay and Grain Ass'n.

T. J. HUBBARD, of Lansing, sec'y-treas., read the following report:

### Secretary's Report.

In rendering my report of the past year's work of your Ass'n, I will endeavor to outline in brief some of the things we have accomplished, others in which we have assisted in securing the results desired. I will also offer a few recommendations for the coming fiscal year.

Since our last annual convention our members have received in all eight bulletins. Instead of issuing these bulletins monthly, I have endeavored to conserve our resources and have published them as often as there were matters of sufficient importance to require the attention of our membership. In preparing matter for these bulletins, I have endeavored to devote as much space to topics of interest to the shipper and receiver of grain as I have to those of hay, so that all of our members would feel that the Ass'n was endeavoring at all times to protect their interests.

I also offered a number of suggestions as to care of buildings to prevent fire losses, proper attention to scales used in weighing all commodities purchased from the farmer, so that your weights would be absolutely correct, the proper training of assistant help in grain elevators and hay warehouses so that when the opportunity affords they can be advanced to positions of higher responsibilities. On the matter of insurance I suggested that a check-up of insurance carried on both stocks of merchandise, also buildings, be made at least twice each month to see that you are amply protected against loss by fire and windstorms. A large number of our members carry the blanket form of insurance as issued by the Michigan Millers Ins. Co., under which the policy holder is required to check his stock of grain, hay, beans, etc., and render the insurance company a report of the amount of each commodity on hand.

I recommended that each member should have a competent audit of his books made at least once each year by a certified public accountant, so that he may know the exact condition of his business, and at the same time locate and correct if possible any errors that may have been made in his records during the past year.

**Traffic matters** affecting the interest of our members which came up during the past year were properly looked after and the hearings attended by a representative of your Ass'n.

The first matter to require my attention was the withdrawal of all class rates from D. B. C. & W. points via Michigan Central or Grand Trunk to southeastern territory through the Virginia City gateway. The old rates were restored on Oct. 15th by all lines formerly participating excepting the C. & O., who informed C. F. A. Goldberg of the D. B. C. & W. Ry. that they would not be parties to the new tariff as they were dissatisfied with their portion of the earnings under the tariff rates. Your secretary immediately requested our members through the bulletins to route all business from

the D. B. C. & W. points to southeastern territory via competing lines, such as the N. & W. and Virginian, which had the desired effect within four weeks after our members were notified, your secretary being advised by letter from the A. G. F. A. of the C. & O. Ry. at Cincinnati that they would become parties to the tariff immediately. Consequently the order routing shipments against the C. & O. was withdrawn.

On Dec. 22nd the Michigan Public Utilities Commission published a notice in the state press that the Interstate Commerce Commission had granted Michigan lower freight rates by a change in the zoning system making two zones in the lower peninsula instead of five, as covered by the Michigan Traffic League case to which your Ass'n was a party. However, the railroads took advantage of the time allowed them and asked the Commission to set aside its decision and grant a new hearing for the admission of further evidence of importance. The request was granted, and at another hearing held at Washington in June, additional evidence was offered by Mr. Ewing, representing the Traffic League, also by attorneys representing the different Michigan railroads.

In a letter which I received from Mr. Ewing a few days ago, we were advised that prospects are brighter now than ever before for a decision in favor of Michigan shippers on account of several recent developments, such as the Pere Marquette Ry. building three new car ferries, the taking over of that line by the Van Sweringen interests of Cleveland in the proposed consolidation with the Nickel Plate and the Erie, all of which contradict the statements made by railroad attorneys that the different Michigan lines were not receiving revenue enough to bring the earnings up to the amount allowed by the Cummings-Esch law.

On Jan. 14th of this year Mr. Paul George, Chairman of our Transportation Committee, attended a hearing in Chicago called by the Interstate Commerce Commission to consider rates on grain and hay, but due to the small number of shippers present from Michigan, Indiana, Ohio, Illinois and Wisconsin nothing was done by the shippers in the way of presenting evidence before the Examiner in charge.

**Legislative Matters.**—The most serious matter of this nature which we have had to fight during the past five years came before congress the early part of this year in the form of the McNary-Haugen bill, which was offered by its sponsors as a panacea for all the trials and hardships which not only the farmers of the Northwest, but other sections of our country as well, have suffered the past three years. The bill as originally drafted was one of the most vicious pieces of legislation ever offered to Congress, so much so that it had to be revised before the Committee to whom it was referred would consider it, and even after it was revised it was found that it did not furnish the relief claimed by those who were anxious to see it become a law. As to the final demise of the bill I wish to say that your Ass'n was in on the fight, as my bulletins 5 and 6 plainly showed, and your Secretary spent considerable time in writing Congressmen and Senators from our state, also prominent shippers, millers and farmers, seeking their help to prevent the passage of the bill.

**Listing of Undesirable Trade.**—In my report of last year I called your attention to my bulletins 7 and 8 of the previous year, in which I listed several receivers of grain and hay in eastern states whom several of our members had found from experience used unbusinesslike methods in the conduct of their business, such as demanding excessive rebates on shipments of grain and hay on the slightest technicality, more especially if the market happens to be lower when the car reaches its destination than it was the day the order was booked.

The law permits us to exchange information of this kind in the form of sealed first class mail matter, therefore I want every one of our members to bear this in mind from now on, and when they receive unfair treatment from a customer, and they are positive that the customer's complaint was not warranted, to give me the facts in the case for my file, so that I can report the name of the party to our members through the bulletins. Whenever you see a firm listed in my bulletins as being undesirable customers, you can obtain full details of the case by writing me a letter, except that the name of the shipper will not be furnished in my reply. I want you all to try to appreciate the losses that can be saved our members by reporting these unscrupulous receivers to your Secretary, and co-operate with him more closely along this line during the present fiscal year.

**Membership and Dues.**—At the time I rendered my annual report a year ago, we had an active membership list of 133, of which number 14 were owing your Ass'n back dues in the amount of \$140. During the past twelve months we have taken in 18 new members, of which your Secretary secured 9. D. Mansfield 2, President Swift 2, A. K. Zinn & Co. 2, A. L. Riedel 1, R. A. Maley 1 and Geo. Diebold 1. We have lost during the year 23 members; 7 resigned, 5 went out of business and 9 were expelled by your Board of Directors because of non-payment of dues. In addition to these two



of our members, Mr. Frank Lappin of Saginaw and Mr. Fred Welch of Owosso were taken from us by death during the past six months. Our active membership as of August 1 stands at 128, of which 11 are owing your Ass'n dues for the year 1923-24 amounting to \$77. Why some of our members will continue to ignore statements sent them monthly, also personal letters from your Secretary asking for settlement of these past due items is something that I have not been able to understand.

When I took over the office of Secretary three years ago, which a year later was consolidated with that of Treasurer, I did not do so because of the highly remunerative salary which the position pays, but because of the fact that after being connected with the handling of Michigan hay and grain for the past 30 years, I was able to appreciate the numerous benefits to be derived from an Ass'n of this kind, and wished to do my part to keep the organization in existence. Eight years ago I was elected your president and held the office two years, relinquishing same to Mr. Ryon with a membership of around 300. There is no reason at the present time why with over 600 shippers of hay and grain in Michigan, our membership should not be as large as it was the last year I served you as President.

You cannot expect your President and Secretary-Treasurer to do all the detail work of their offices, at the same time assume the responsibility of increasing our membership. Every member must help in this respect, and take enough interest in the work of the Ass'n to spend a little of their time trying to induce others to join with us. The greater our membership the more funds we have available with which to broaden the scope of our work. At the last mid-winter meeting held in Flint, the members present by a rising vote pledged their support to your officers in an effort to increase our membership, but evidently the promise was forgotten as no applications or checks for dues were received by your Secretary since the day of the meeting, excepting those of two new members whom he personally solicited and secured.

I want you all to understand and appreciate that I have other interests to serve during the daytime each week, and that I handle the work of the Ass'n at my home evenings and Sundays, and there are times when my correspondence is heavy, and if each member will consider this and remit promptly for dues when the first statement of each fiscal year is mailed them about July 1st, they cannot only save me a lot of work later, but also save this Ass'n a considerable amount in the way of postage.

This Ass'n is yours, and what you get out of it depends entirely on what you put into it. We can just as well have 300 active members as 128 if you will all help and work with the new membership committee which will be appointed by the President-elect to serve during the coming year. I would like to see every member now present leave this meeting with a determination to secure at least 3 new members before Oct. 1st, as we will need to increase our funds during the coming year to handle the work of the Ass'n.

Two serious propositions which confront us must be given immediate consideration. The first is concerning an increase in freight rates to southeastern territory through the Columbus gateway which went into effect Aug. 2nd, regardless of protests and requests for a hearing filed by your Ass'n, as well as numerous shippers of Michigan and Ohio. The second covers rates now in effect from certain New York State territory to southeastern states on hay, which are a serious discrimination against us when a comparison of mileage is made. It will cost about \$2,000 to employ traffic counsel who will properly prepare and file formal complaint before the Interstate Commerce Commission in these two cases, and time will be allowed before the close of the afternoon business session for a discussion of the matter.

**Service:** In concluding my report, I wish to say this to you gentlemen who are now members, or who are about to join with us: "Service is the motto of our organization." There are many things the Ass'n can do for you in your business if you will only give it a chance. If you are interested in a better grain and hay business, cleaner methods, less worry and trouble, be a BOOSTER. Your officers will need the close co-operation of every one of you in the work to be done during the coming year, and you need the benefit of the organization in your business.

Therefore let us adopt this slogan: "Get together, keep together, work together, serve, save, and we will win."

#### Treasurer's Report as of August 15th.

##### Receipts.

Cash on deposit Aug. 18th, 1923.....	\$ 384.50
Banquet tickets, Saginaw convention ..	130.50
Sale of directories past 12 months.....	8.00
Dues owing prior to 7-1-23 .....	28.00
1923-24 dues since 7-1-23 .....	430.50
1924-25 dues since 7-1-24 .....	437.50

##### Disbursements.

Dr. Spencer, banquet speaker.....	\$ 67.74
Hotel Bancroft, banquet .....	116.25
Musical program for banquet .....	17.50
Chas. Frueh & Sons, flowers .....	

for banquet .....	4.00	
Secretary's expenses Saginaw convention .....	13.84	
President's expenses to Lansing appointment com'tees..	9.70	
Annual premium on treasurer's bond .....	7.00	
C. C. Macomber, stenographic service, Saginaw .....	9.30	
Repair to secretary's typewriter .....	3.45	
H. D. Jeffords, expense Detroit membership com'te ..	7.55	
T. J. Hubbard, expense to Detroit program mid-winter convention .....	11.27	
F. L. Young, expense to Chicago, Farmers' & Mfrs.' convention .....	50.41	
Paul George, expense to Chicago Federal rate hearing..	33.62	
Secretary's expenses, Flint convention .....	13.86	
President's expenses, Flint convention .....	11.13	
Telephone and telegraph expense for year .....	14.57	
Chas. Feuh & Sons, flowers, funeral Frank Lappin .....	4.00	
Quality Print, bills for printing to 8-1-24 .....	183.70	
Stamped envelopes and postage .....	54.10	
Dues Grain Dealers Nat'l Ass'n, 1923-24 .....	77.00	
Secretary's salary to Aug. 1st, 1924 .....	400.00	
	\$1,109.99	\$1,419.00
Cash on deposit Aug. 12, 1924 .....	309.01	
	\$1,419.00	\$1,419.00

Pres. Swift named the following com'tees: Auditing, Maloy, Frutchey, White; Nominations, Northway, Bridgeman, Marshall, Dexter, Cutler; Resolutions, Young, Whipple, Egan.

A. P. SANDLES, of Ottawa, O., but whose office is at Columbus, as sec'y of the National Agstone Ass'n, delivered a vigorous address on selling the Ass'n to non-members. "You men have got to make up your minds to be contagious. You have got to do some broadcasting."

"I don't believe it pays to sandbag your competitor. Better get together with your competitor."

"The protein content is going to govern the price of wheat, and there is a range of 10 cents in the price on the protein test. Encourage Mr. Farmer to use the best seed."

"Give the soil two tons of agstone to the acre."

F. E. WATKINS, of Cleveland, O., pres. of the Grain Dealers National, repeated what he had said at the recent meeting of the Ohio Grain Dealers Ass'n on Business Baiters:

**Why** is there this general attitude of suspicion toward the grain, feed and hay dealers?

The packers with all the money they spent on publicity did not stop one iota of the legislation against them.

We have got to interrupt these people who are talking about the grain trade and make them listen to us.

**Business is done** on confidence more than ever before. The standard of ethics is better than any time since Adam. If we did not have knowledge in this business we would not long be in it.

There is no other business that is so bound up by the observance of contracts as the grain business.

I ask you in all candor if there ever has been any need of regulatory legislation? There has been nothing that could not have been handled within our own ranks.

The grain business is not alone in being badgered and annoyed. These are the days of the official busybody. Investigations are rife.

We are not out of the legislative woods by any means. The vivisection of business by the Federal Trade Commission goes on every day.

As late as April some Congressmen said: "I have not read the McNary-Haugen bill through, but I am going to vote for it."

**What of the future?** Nobody knows. The next Congress probably will be as radical as the last. Something worse may be prepared for us. The Curtis bill or the Capper-Williams bill may be revived. Some are for a straight out bonus for farmers. Were they basing their cry for this on misrepresentation? We are not through with our fight by any means. What can we do to prevent the socialization of industry by propaganda coming direct from the soviet at Moscow?

WM. E. MURPHY, of Philadelphia, Pa., assistant sec'y of the Horse Ass'n of America, told how the motor propagandists had widely

circulated a false statement, that the City of Buffalo would cut off 550 horses by creating a motor service. He showed that the number of horses in this country, which was 6,000,000 in 1907 and had decreased to 2,300,000 several years ago, had been gaining in recent years, so that the annual output of horseshoes had been gaining 100,000 kegs a year.

GEO. F. BROWN, of Charleston, W. Va.: I want to congratulate you on the spirit of friendship and enthusiasm I find here in this hall.

We know that affiliation with the Ass'n can not and will not make a new man all at once out of a man without character, but it will make a better man out of any man even if he be only half way honest with himself.

We must be up and doing, ever on the alert. The National Hay Ass'n hopes to continue to make progress along this line as it has been making in the past.

L. E. MARSHALL, Lansing, Mich.: One of the duties of the elevator is to condition grain. One of the first points is to clean it properly when taken from the farm. Wheat and rye and some oats are taken in without cleaning. I note that some elevator operators are rather slack in keeping the separator in good shape.

When you come to ship your grain it makes a lot of difference whether or not it has been cleaned.

North of Lansing on this crop all of the wheat out in the rain will come in sprouted. Such grain should be cleaned to take out the sprouted kernels. It may be necessary to place a smaller screen on top.

If the elevator operator does not weigh grain going out he is doing business under very unfavorable conditions. He can not substantiate a claim for loss in transit from a leaking car.

Grades were not satisfactory until they were made uniform. Before uniformity only the jobbers knew what test weight was needed to make No. 2 rye in the different markets.

The elevator men do not fully understand the grades. The damp and damaged wheat we have this year will force the elevator man to study these grades or in 30 days he will be wondering why he is not making money. It is a good thing to educate the farmer on the grades.

R. A. Maley failed to present his scheduled talk on "Book Accounts."

L. W. MALOY, Jackson, Mich.: Some dealers tell me they will lose their friends if they do not pay up for wet wheat. You have no friends anyway in the grain business. Let your competitors fill up with wet wheat. Did you ever see any satisfied farmer? If you go to work and work for yourself instead of trying to satisfy the farmer you will have more success.

DAN WRIGHT, Weedsport, N. Y.: The New York State Hay Ass'n will hold its annual meeting at Syracuse, Aug. 28.

Loaning bags to farmers without charge was condemned.

SECY HUBBARD: The only way to handle the rate matter is to have a meeting with the Northern Ohio and the Northwestern Ohio Hay Shippers ass'ns to plan a course of action.

On motion it was resolved that after the meeting the Michigan and Ohio hay shippers remain in the room for a discussion of the rate case.

Mr. Hubbard: On intrastate shipments the trouble is due to our system of zone rates. Between now and Nov. 1 we will be able to get some relief or none at all. We may be reduced to 2 zones. If you ship to a third zone the rates are fierce.

Mr. Miller moved that the Ass'n go on record as supporting the program of the Horse Ass'n of America and that the board of directors be instructed to submit a plan of financial assistance to the Ass'n. Carried.

J. VINING TAYLOR, Winchester, Ind.: The Commission turned us down in the hay rate case, No. 15362. If we could go before the freight ass'ns and give them an 11-ton



minimum we could get a 6th class rate on hay. We will take hold of this only with the understanding that we have the backing of this Ass'n.

**NEW OFFICERS:** The report of the nominating com'te naming the following officers was unanimously adopted:

Pres. H. White, Scotts; 1st vice pres., A. Goulet, Midland; 2d v. p., D. R. Agin, Battle Creek; directors for two years, Jos. Frutchey and Howard Jeffords; for one year, Frank Young.

The report of the resolutions com'te was unanimously adopted, as follows:

## Resolutions.

### Sixth Class on Hay.

**WHEREAS**, the Interstate Commerce Commission, we understand, has turned down the rate reduction in case 15263, which included hay, and

**Whereas**, we, the members of the Michigan Hay & Grain Ass'n, feel that the present rates on hay, especially long haul business, are prohibitive.

**RESOLVED**, We go on record asking the National Hay Ass'n to take the initiative in asking the carriers for 6th class rate on hay with a minimum of 22,000 pounds instead of the present minimum of 20,000 pounds, and further that we join with the National Hay Ass'n in any effort made to this end.

### Reduction of Reconsigning Charges.

**RESOLVED**, That we recommend immediate steps be taken to either materially reduce the reconsigning charges now in effect in the various markets, or request of the carriers that additional free time be given on shipments of grain and hay arriving at destination prior to receipt by purchaser of the necessary clearance papers.

### Discrimination in Rates to Southeast.

**RESOLVED**, That steps be taken towards the annulment of the now existing discriminatory rates on hay to southeastern points, and make every effort to get Michigan hay rates to these points nearer on a parity with New York and other Eastern rates.

### Railroad Consolidation Approved.

**RESOLVED**, That this Ass'n urge the Interstate Commerce Commission to grant a speedy approval to the consolidation of the Pere Marquette with the Nickel Plate System of railroads.

**RESOLVED**, That we extend our thanks to the Cutler Dickinson Co., the Adrian Chamber of Commerce, and all those who contributed in making our meeting in the city of Adrian a success.

Adjourned *sine die*.

## The Banquet.

Every one of the 80 seats provided at the banquet was taken, and one-third of those present were ladies. The dinner was well served and an orchestra of seven pieces furnished by the Adrian Chamber of Commerce gave several lively selections, after which Ben Hoffner earned encores by his prowess with the banjo.

Miss Winnie Swayne, who was home on a vacation from her studies at the Chicago Conservatory of Music, showed real ability as a soloist.

Miss Mabel Consolo gave a recitation.

KENT KEILHOLTZ was introduced by Chairman Bill Cutler as having with him a bunch of spellbinders from Toledo, and rising to respond, Kent made it clear that his city was third in auto manufacture and one of the 13 leading primary markets for grain.

Toastmaster F. L. Young called on Pres. White. "With the better times coming and the improved outlook we want you to co-operate with your shoulders to the wheel to put the Ass'n over."

Geo. F. Brown, pres. of the National Hay Ass'n, spoke briefly.

JUDGE HARRY L. LARWILL, of the Lenawee County Circuit Court, speaking on the "Higher Abidication," vigorously attacked Know-Nothingism and the Ku Klux Klan. In part he said:

A great wave of racial and religious intolerance is sweeping over our country. We have certain organizations such as the Ku Klux Klan raising the viper's head of intolerance and hatred.

I believe in public clamor when there is an abuse to be corrected. I am not one of those who believe that Catholicism is endeavoring to undermine our government.

Judge Larwill attacked censorship and laws regulating our private lives. He made a stirring appeal to all to recognize the rights of every man, no matter what his place of nativity or religious belief. He argued in favor of international arbitration as a substitution of reason for force.

Commodore John Dexter told some funny stories.

## Adrian Notes.

J. E. Sime came from Chicago.

New York sent Dan Wright of Weedsport.

John E. Collins, Jr., came from Cincinnati.

Representing the supply trade were W. B. Jones of Van Wert, O.; G. J. Fuller of Springfield, O.

Wm. E. Murphy, assistant sec'y., Philadelphia, Pa., represented the Horse Ass'n of America.

Dan S. Mullally represented the hay department of Langenberg Bros. Grain Co., of St. Louis, Mo.

Ben Hoffner, representing Lamson Bros. & Co., of Chicago, traveled with his banjo, on which he is a skilled and pleasing performer.

The National Hay Ass'n was represented by Pres. Geo. F. Brown of Charleston, W. Va., and Sec'y J. Vining Taylor, of Winchester, Ind.

Toledo, Ohio, receivers, were represented by Wm. Cummings, Kent and Chas. Keilholtz, of Southworth & Co., and Jos. A. Streicher.

Ed Fauble of Swanton, J. W. Kemp of Spencerville, S. L. Rice of Metamora and F. E. Watkins, Cleveland, were among those from Ohio.

Space in the hotel proving too limited, the program was changed to have the banquet and entertainment in the commodious dining room of the new Masonic Temple.

The meeting and entertainment was well handled by the local reception com'te composed of Mr. and Mrs. L. H. Clark, Mr. and Mrs. W. A. Cutler, Peter Deake, Mr. and Mrs. C. A. Miller, and Mr. and Mrs. L. A. White.

Among the ladies present were Miss Dorothy Hubbard of Lansing, who acted as assistant sec'y and conducted the registration; Mrs. T. J. Hubbard, Mrs. H. R. White, Mrs. Jos. Frutchey, Mrs. S. O. Downer, Mrs. John McIntyre, Mrs. A. H. Osgood, Mrs. L. G. Mitchell, Mrs. K. D. Keilholtz, Mrs. C. S. Murphy.

**Michigan shippers in attendance included:** D. R. Agin, Battle Creek; Carl Breitner, Riga; W. K. Bunting, Jackson; D. C. Bridgeman, Jackson; Geo. Calkins, Hudson; Guy Collins, Saline; T. B. Crittenden, Port Huron.

John L. Dexter, Detroit; S. O. Downer, Saginaw; F. E. Gates, Jackson; E. C. Forrest, Saginaw; J. Frutchey, Saginaw; H. D. Gates, Jackson; F. J. Hasley, Milan; T. J. Hubbard, Lansing; H. B. Hoyt, Clinton.

James Kerr, Melvin; B. J. Liedel, Milan; J. H. Logan, Lansing; R. A. Maley, Ann Arbor; L. W. Maloy, Jackson; John McIntyre, Tecumseh; L. E. Marshall, Lansing; L. C. Martens, Bellevue; W. T. Miner, Morenci; L. G. Mitchell.

Harry Northway, Owosso; O. E. Noyes, Jackson; A. H. Osgood, Morenci; J. A. Partlin, Newport; Henry Phillips, Riga; Don P. Soule, Lansing; L. M. Swift, Lansing; Bert Teeple, Minden City; J. A. Vizard, Monroe; H. R. White, Scotts; J. H. Wilkes, Jackson; F. L. Young, Lansing.

**MANHATTAN, KAN.**—Material for a \$20,000 radio broadcasting station at the Kansas State Agricultural College is expected to begin arriving about Sept. 1. Approximately \$12,000 of the college's radio fund has been expended for receiving and sending sets. The college has been conducting "College of the Air" programs on farm subjects for several months thru station KFKB, Milford, Kan. Its own station will be thoroly modern and a capable broadcaster.

## Wheat as Substitute for Corn.

With corn and wheat selling at the same price per pound, as at present, the lower grades of wheat will come into use as a substitute for corn.

Tests by the Ohio Exp. Sta. show that ground or crushed wheat has a value about 7% greater than an equal weight of corn.

Wheat, rye, barley, hominy feed, or middlings may be used as a complete or partial substitute for corn for pigs, and such feeds as oats may be used as partial substitutes, according to animal industry men at the Ohio Station.

Like the other small grains, wheat should be ground for hogs, whole wheat being worth 16 to 20 percent less than ground wheat. Whole wheat is sometimes soaked but this results in very little saving and is a poor substitute for grinding.

Ground rye and crushed barley are worth about 8 percent less than an equal weight of corn. A small amount of corn or other grain mixed with the rye will make it more palatable and result in more rapid gains.

Hominy feed now on the market is worth about 93 percent as much per ton as corn. Its value is influenced by the fiber content, that with not more than 5 percent having a comparatively higher value.

Flour middlings or reddog flour are preferable to standard middlings as the latter contain more bran and fiber. The experiments show the value of good flour middlings to be about 85 or 90 percent that of corn.

Oats are too bulky to use alone, but if low enough in price may make up one-third of the grain ration. A small amount of high protein feed, such as a dairy by-product or tankage, should be added to any of these feeds, it was stated.



Sec'y-Treas. T. J. Hubbard, Lansing; Pres. H. White, Scotts; Retiring Pres. L. M. Swift, Lansing, Mich.



### Grain Marketing Company Going Ahead.

The Grain Marketing Co. is continuing its work of organizing its forces in the various grain markets. The company is rapidly being registered in all grain states. The company has been granted membership on the Board of Trade both in Chicago and Kansas City and is filing application at other terminal points.

This week the actual consolidation of offices is under way, effecting an immediate saving. Office rent, wiring and cable costs, laboratory and inspection work—these are pointed out as items on which big savings can be effected. A total saving on these items is claimed to amount to over \$3,000,000 annually. Forces of Rosenbaum Brothers and also the Rosenbaum Grain Corporation were moved into quarters of the Armour Grain Co., Continental and Commercial National Bank Building. The office space occupied by the two Rosenbaum firms was immediately given up.

This week the Grain Marketing Co. is continuing the open-door policy inaugurated by the company last week when it invited the public to sit around the table with its officers and ask all the questions the public wanted to know about the Co. On Friday and Saturday of last week the marketing specialists and agricultural journalists from colleges of agriculture of fifteen midwest states met with the grain marketing officers to continue the questions. Last week two groups of agricultural editors and one group of Midwest farm bureau officials visited the Grain Marketing Co., each group spending two days in seeing, asking and hearing all they wished to know concerning the Co.

The Co. is very actively doing business in all market centers. The campaign to sell the common stock to individual producers or producer ass'ns has not yet gotten under way. However, many applications for membership are coming in voluntarily.

### The President of the Grain Marketing Co.

Gray Silver, the president of the Grain Marketing Co., has been the Washington representative of the American Farm Bureau Fed-

eration, where he has watched what went on at both ends of Pennsylvania Avenue.

It was Gray Silver who is largely responsible for the organization of the Agricultural Bloc in Congress.

Gray Silver, is a farmer, living at Martinsburg, W. Va., where his apple orchards are famous. He was born in 1871 at White Hall, Va. He owns and operates orchards and general farms in the Shenandoah Valley, and also a grain farm in Illinois and a rice farm in Arkansas. He breeds Shorthorn cattle and Shropshire sheep, and ships carloads of cattle, wool, apples, rice, wheat and corn. Mr. Silver is president of a federal farm loan association, director in a farmers' mutual fire insurance company, a director of the Federated Fruit & Vegetable Growers Ass'n, an ass'n that handled 35,000 cars of products in 1923, and director in a farmers' mutual telephone agency. For two terms he was a state senator in West Virginia.

When the American Farm Bureau Federation was organized, Gray Silver was picked out to represent the great new farmers' movement in Washington.

### John W. Coverdale.

John W. Coverdale, sec'y and treas. of the Grain Marketing Co., was born on a farm in Bloomfield Township, Clinton County, Iowa, April 4, 1883. Until he was sixteen years old he received country school training, and in the fall of 1899 he entered the graded school at Delmar, Iowa, driving six miles night and morning for two years in order to be at home in time to help with the chores. He graduated from the Delmar High School in June, 1902. In September, 1902, he entered the Iowa State College of Agriculture at Ames, as a special student. Here he spent two and one-half years in studying agriculture, and was chosen a member of the Live Stock Judging Team to demonstrate at the World's Fair, St. Louis, Mo., 1904. During his college career he spent considerable time judging stock at county fairs, and also judging grain at farmers' institutes.

On Jan. 1, 1905, Mr. Coverdale left Ames to engage in farming with his father in Clinton County, Iowa. During 1905 he bought a farm for himself, moving on it March 1, 1906. Each winter, from 1905 to 1909, he returned to Ames for the Winter Short Course in order to finish his training. He farmed for himself from March 1, 1906, to November 1, 1912, at which time he entered the service of the United States Department of Agriculture and the Iowa State College co-operating, to assist in the organization of county agent work.

While on the farm, Mr. Coverdale bred Aberdeen Angus cattle, Poland hogs, Shropshire sheep, single-comb Rhode Island Red chickens, Reed's Yellow Dent seed corn, and Early Champion oats, and made a specialty of showing at county fairs, institutes, short courses, etc. In 1909 he produced the grand champion breeding corn at the annual state exhibition of the Iowa Corn Growers Ass'n. In 1911 he exhibited the grand champion oats at the state annual grain exposition.

On November 20, 1912, Mr. Coverdale moved to Ames to take charge of the county agent organization work. He was promoted to State County Agent Leader July 1, 1914. Due to his efforts, Iowa was the first state to have a Farm Bureau with a county agent in every one of its 99 counties.

When the Iowa Farm Bureau Federation was formed in 1918, Mr. Coverdale was chosen as its first secretary. The membership drive which he organized and carried through to a successful completion is still the talk of the farm bureau movement. No other state has yet equaled Iowa in membership. So conspicuous was Mr. Coverdale's record as an organizer that upon the formation of the American Farm Bureau Federation in Chicago on March 4, 1920, Mr. Coverdale was chosen Sec-

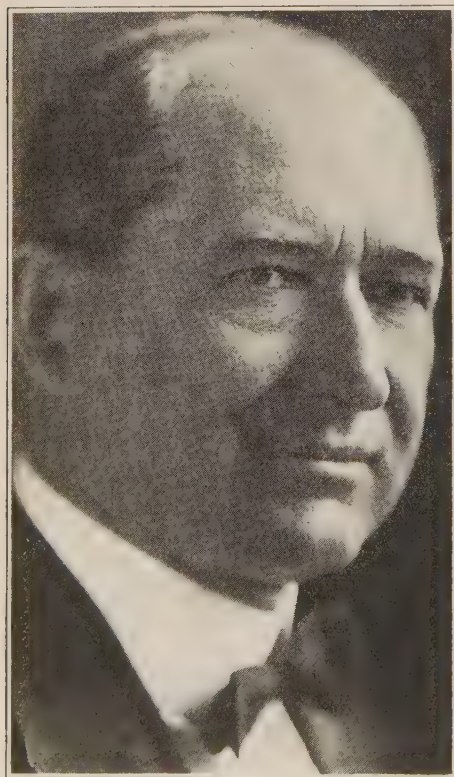
retary. In addition to his secretarial duties, he is head of the Department of Organization which is assisting the states in their membership campaigns, chairman of the Committee on Electricity and its relation to Agriculture, director on the National Committee on Boys' and Girls' Clubs, and a director on the National Live Stock and Meat Board. He has been active in promoting better marketing facilities on sound principles and has been an advocate of the present Grain Marketing Co. plan for better than two years.

### N. D. Weights and Measures Dept. in Doubtful State.

Pending a decision by the U. S. Supreme Court on the validity of the North Dakota grain grading measure, the North Dakota State emergency fund cannot extend further credit to the state grain grading fund. The State Emergency Commission, composed of Gov. Nestos, Commissioner of Agriculture and Labor J. A. Kitchen and Sec'y of State Thomas Hall, found it would be advisable to hold a conference with the Board of Railroad Commissioners, to find some method of keeping the grain grading department functioning. It suggested this line of action to J. N. Hagan, state supervisor of grain and grain grades.

A resolution made by the Emergency Commission says the legislature of 1923 failed to appropriate money for the maintenance and operation of the Department of Grades, Weights and Measures, a department created by initiated law which was expected to be run with fees collected. The fees were insufficient to run the department. Loans amounting to \$12,613.74 have necessarily been advanced to it out of the total emergency fund of \$40,000, appropriated for contingency purposes for the 2 years ending June 30, 1925.

The necessity of having a department of grades, weights, and measures to regulate the grain business of the state is felt by the Commission, which says, "we realize the needs of the department and deplore our inability to advance further credits to what we have already furnished toward the maintenance and upkeep of the department."



Gray Silver, Chicago, Ill., Pres. Grain Marketing Co.



John W. Coverdale, Chicago, Ill., Sec'y-Treas. Grain Marketing Co.



## Hints on Scales.

By SOWA BROS.

To the grain dealer vigilant care of all weighing facilities, is always necessary. To obtain correct results from either the platform, opper or automatic scale, the scale itself must be accurate and the operator must be watchful and competent.

In our work thruout Illinois, we find that in many instances, scale trouble results directly from negligence. Scale owners who strive to keep their scales in dependable working condition watch certain things.

WAGON AND TRUCK SCALES should have a cover projecting over the entire platform. The pit should be kept cleaned, allowing no drift or wash dirt to pile up over the parts of the scale.

In undrained pits as well as in those tiled, construct a door in one of the foundation side-walls, which can be opened after wet weather, allowing the pit to dry out. Rust wears on the scale much faster than actual usage.

Always provide plenty of clearance between the platform and the frame and under, behind and at the ends of all working parts of the scale proper.

Keep the office beam SOLID AND LEVEL, making sure that the beam rod hangs plumb and clear.

Give the scale an occasional overhauling, cleaning and repainting all the levers, I beams, channel irons and frame, and replacing wood-work which has deteriorated.

## HOPPER SCALES.

The empty balance should be checked after each draft-weighing.

The scale proper should be given sufficient clearance to make binding impossible.

The hopper should be of solid construction and trussed to prevent bulging on a load.

The hopper bottom should be well finished, allowing the last of the draft of grain to move thru the gate.

If possible, the hopper scale should be on the working floor, on a substantial foundation, independent from the building.

If the scale is in a position to require extension levers the extensions must be on a firm foundation and should be kept level.

## AUTOMATIC SCALES.

The operator of an automatic scale must be competent. If he does not understand the scale, he will be unable to obtain satisfactory results from his loading.

If the scale is of the old type (not self-compensating), the compensating weight must be "set" on each car.

In making this adjustment, the operator should give the scale a full stream of grain, as he has sufficient time to catch a draft, check his compensation and dump the scale, before he "chokes up."

The scale should be kept in perfect balance, empty. This balance is obtained by the following operations:

Remove the weights from the weight box or weight rod.

Dump the hopper, making sure that no grain or refuse remains on the gate.

Push the starting bolt in, so that it doesn't rest on the "knock off" lever.

Remove the compensating weight (on some types of automatics this weight should be at the zero mark, for an empty balance position).

When these operations are completed, the empty weight box should balance the grain hopper. If the scale is not in balance the operator can adjust this by removing or adding to, the amount of balancing "slugs" under the false bottom in the weight box.

If the scale is of a late model and makes its own compensation automatically, the operator has only to keep the scale in balance empty and watch his scale occasionally to detect any slight repair which it might need.

In any automatic scale, the last partial draft which fails to dump should be removed by unlocking the scale or by removing sufficient weight from the box to allow the lower gate to be dumped freely.

## Cinema of Wheat Industry Made.

The Pathe Publicity Co. recently spent considerable time and effort in making a film of the grain industry at the Omaha terminal market. Moving pictures were taken of large fields of waving wheat, of binders and threshers at work, of trucks hauling grain, of receiving and loading grain at country elevators and of the transporting to market of long trains of grain cars.

The congestion of thousands of cars of wheat in the railroad freight yards, the testing and sampling of grain, the sample tables and work of the salesmen at the Omaha Grain Exchange in selling wheat into the markets of the world were photographed.

This cinema, when distributed and shown, will furnish excellent testimony as to the importance and magnitude of the wheat producing and handling industry.

## Dust Suction for Belt Conveyors.

In line with the recommendations by the engineers of the Underwriters' Laboratories for the use of indirect suction on grain handling machines, Raymond H. Moore has been granted a patent on the dust intake hood shown in the engraving herewith.

Altho the inlet opening is of the same width thruout its entire length its receiving nozzle tapers, increasing gradually in diameter toward its outer end. Because of the fact that the volume or capacity of the casing increases gradually toward the outlet end, a substantially uniform suction is created thruout the entire length of the receiving nozzle; and the air, entering at a tangent to the casing produces a decided swirling action which maintains the dust and chaff in suspension and produces a siphon action within the nozzle, wherefore there is no liability of either the casing or nozzle becoming clogged. Furthermore the peculiar shape and the compactness of the hood adapt it to the restricted space wherein it is necessary to locate the hood in connection with discharge boots and trippers of belt conveyors.

The design is intended to attract the chaff or dust without exerting any influence over the grain being handled. The inventor states that much danger of explosions and fires caused by artificial means or spontaneous combustion arises from the accumulation of dust and chaff about the discharge boots and trippers of belt conveyors used for transporting grain in elevators, and considerable expense is incurred in cleaning up the refuse where it is thrown off in the vicinity of the aforesaid apparatus and where it rolls up and clogs beneath the return belt.

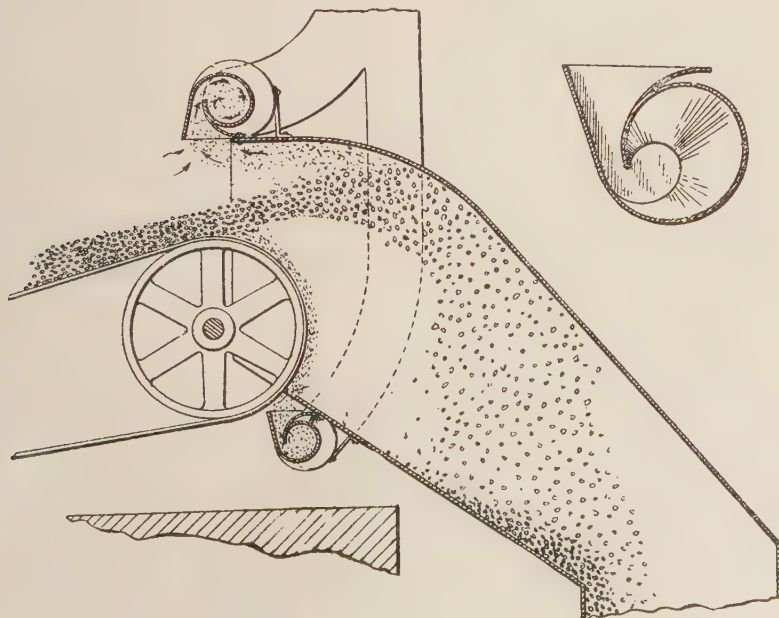
In the usual operation of this apparatus, the heavier particles of material (such as the grains in the case of wheat) are thrown off in the manner illustrated, the weight of the particles or the grains causing them to continue in the general direction in which they have been traveling with the belt until, thru gravity or their contact with the top wall of the boot, they are deflected downwardly. A very considerable amount of dust is thrown in suspension as the material leaves the belt, and as nearly as I have been able to estimate, about 60% of the dust thrown off rolls back and escapes thru the mouth of the boot, while approximately 40% descends in proximity to the belt where it passes about the pulley, some of it gravitating thru the boot and the remainder escaping through the opening. I also find that practically all the chaff, in the handling of such commodities as wheat, cleaves to or follows closely the belt as it passes over the descending side of the pulley and escapes thru the opening. Consequently, without means to arrest the dust in the mouth of the boot and the chaff and dust as they escape thru the opening, the same accumulate about the boot and beneath the return branch of the belt conveyor with attendant difficulties and annoyances.

"According to my invention, I situate above the mouth of the boot, and beneath the opening thereof, respectively, one of my special hoods, and these hoods have communicative connection thru branch ducts with a suction conduit."

Letters patent No. 1,502,050 have been granted Mr. Moore for his invention.

NEW ORLEANS, LA. — The Southern Rice Milling Co., Ltd., has been reorganized and is reported as having acquired the plant of the Southern Rice Milling Co. here which it will operate.—P. J. P.

WHEAT TRADES on the Chicago Board July 15 were 69,138,000 bus., the highest since May 1, 1923, when the trade aggregated 70,375,000 bus., but still under the record high of the period since Jan 1, 1921, which was 90,134,000 bus. on March 9, 1922. The Capper-Tincher Future Trading law drives the speculators to Winnipeg and to the stock market.



Dust Suction for Belt Conveyors.



## Seeds

PLAINVIEW, TEX.—The Ferguson Seed Farms Co. plans to erect 2 warehouses here.

MEMPHIS, TENN.—The Holman White Co. is changing its name to Holman Seed Co.—P. J. P.

COLORADO SPRINGS, COLO.—The Colorado State Pure Seed Show will be held in this city Nov. 17 to 22.

PORTLAND, ORE.—The Northwest Seed Co. has moved its Portland branch to a more convenient location in the city.

NEW YORK, N. Y.—R. S. Elliot & Co., large brokers and receivers of seeds, has moved to larger and lighter quarters in this city.

HINCKLEY, UTAH.—Nicholson Seed Farms was recently incorporated for \$200,000. J. W. Nicholson is pres.; Geo. T. Hendrie, vice-pres.

ROCK RAPIDS, IA.—Peters & Kast, dealing in seed and fuel, have dissolved partnership. The business will be continued by L. G. Peters.

IDAHO FALLS, IDA.—The Idaho Falls Pea Growers Ass'n has been organized without capital stock to do co-operative marketing for its members.

PHILADELPHIA, PA.—H. A. Dreer, Inc., seeds, recently sold its 6-story brick warehouse to Charles F. Jenkins, owner of the Farm Journal, for \$50,000.

WILDER, IDA.—The Idaho Seed Co., of Caldwell, has purchased the bankrupt plant of the Wilder Equity Ass'n, and is remodeling it for immediate use.

BURBANK, CAL.—The Morris & Snow seed firm recently moved into larger and better quarters, and added a poultry supplies department to its seed business.

LOS ANGELES, CAL.—L. B. Amerman is the present manager of the Morris & Snow Seed Co., succeeding D. F. Reichard who has disposed of his interest in the firm.

LAWRENCEBURG, TENN.—The Remke Seed & Grain Co. was sold on Aug. 7 to the Cunningham Seed Co. Mr. Remke expects to re-engage in the business about Feb. 1.

YUMA, ARIZ.—The Farm Bureau Marketing Ass'n made the first shipment of Yuma Valley alfalfa seed by selling 15 cars to the Peppard Seed Co. for a price totaling about \$80,000.

BOZEMAN, MONT.—The Everett B. Clark Seed Co. has contracted for construction of a 61x101 ft. warehouse with 3 floors and a full basement. Total cost will be about \$25,000.

CHEHALIS, WASH.—J. Schuss, manager of Hartman & Nathan, Inc., has completed the rebuilding and additions to the seed and feed house which his firm recently purchased from Elston Co.

MILES CITY, MONT.—Grimm and Cossack alfalfa seed growers in this territory have organized the Yellowstone Seed Growers' Ass'n to market their seed crops. A trade mark will soon be adopted.

MINNEAPOLIS, MINN.—During July this market received 264,000 bushels of flaxseed, compared with 358,720 bushels in July, 1923. Shipments amounted to 54,120 bushels, compared with 36,450 bushels a year ago.

SEDALIA, MO.—Legume and grass seeds, of various colors, were used in making a huge map of Missouri shipped to the State Fair here and exhibited in the University of Missouri building. Seeds were used to show county lines, lettering, state boundaries, and background, as well as the division of the state into 7 sections based on soil fertility. It is used to show the location of over 1,500 co-operative ass'ns, covering almost every phase of co-operative agricultural activity.—P. J. P.

DALLAS, TEX.—A. G. Walker, 62, veteran Dallas seed merchant, died at the St. Paul Sanitarium on Aug. 8. He was a partner in the David Hardie Seed Co. until his retirement 6 years ago. Mrs. Rachel Walker, his wife, survives him.

EDMONTON, ALTA.—The "Dowling mill" and elevator of the Northern Seed Co. was recently destroyed by fire. It was built more than 20 years ago and was operated continuously, the ownership changed several times, until the time of its burning.

INDIANAPOLIS, IND.—Alfalfa and clover cut during the first half of August yielded good except in the southern counties where the fields were spotted because of winter killing. Clover seed prospects, however, are only poor to fair.—O. L. Dawson, agricultural statistician.

WASHINGTON, D. C.—The yield of flaxseed in Canada this season is forecast at 8,626,000 bus., compared with 7,139,000 bus., the final estimate for 1923, by the Dominion Bureau of Statistics. This is an increase of 1,486,500 bus., or 20.8%.—U. S. Department of Agriculture.

YUMA, ARIZ.—J. H. King, chairman of the selling com'te of the Yuma County Farm Bureau Marketing Ass'n, has sold his alfalfa ranch of 105 acres to J. E. Franklin, pres. of the Yuma Nat'l bank. Mr. King will devote his time and efforts to marketing the alfalfa seed grown by members of his ass'n.

SHERMAN, TEX.—The Sherman Seed Co. has moved into larger quarters which gives it an additional 4,000 square feet of floor space. Contracts being made will give them a modern recleaning elevator for the recleaning of their field seed. Recently the firm installed 4 steel bins with a storing capacity of 10,000 bushels.

BOZEMAN, MONT.—Plans for constructing additional warehouse room in which to store seed peas have been decided upon by the Gallatin Valley Seed Co. Building of a fire-proof warehouse will be started this fall. Material is already on the ground. Storage capacity of the planned warehouse is to be 50,000 bushels.

ATLANTA, GA.—A bill to amend the present seed laws has been introduced in the Georgia state legislature, which will demand that all seed be guaranteed pure, fixing penalties for selling impure seed and making it possible for seed buyers to recover the purchase price on seed that does not comply exactly with the label or wrapper.

AUBURN, NEB.—The Auburn Seed Co. purchased the T. A. Engles Grain Elevator on the M. P. right of way on July 29 and will use it for a seed house. The Auburn firm consists of A. J. Storms and son and E. Ely. The A. J. Storms implement warehouse will house the uptown office. Work of refitting the elevator to meet the requirements of the new owners has begun.

MINNEAPOLIS, MINN.—The Benson-Quinn Co. received the first car of flax from the new crop on Aug. 16. The Farmers Elevator Co., at Jeffers, Minn., sent the carload, which graded No. 1 seed and sold at 35c over the September future. It contained only 6% dockage, an unusually light amount for Minnesota flax. The Farmers Elevator Co. sent in the first car of new seed from the 1923 crop.

"THE EFFECT OF Seed Treatment on the Growth of Oats," by G. Nilsson (*Sveriges Utsadesfor, Tidskr.*, 33 (1923), No. 5, pp. 276-285), gives the results of experiments with various methods of treating seed oats for the prevention of smut, and reports the results of 4 tests with Uspulun and formalin. Treatment apparently affected the germination of the seed favorably. While the use of formalin did not reduce the rate of growth, the use of Uspulun apparently increased it to some extent. A bibliography of 19 references, pertaining mostly to the seed treatment of oats, is also presented.

SHAWANO, WIS.—R. A. Moore, prof. of agronomy at the University of Wisconsin Madison, Wis., was the principal speaker at meeting of the Perfect Seed Circle recently. He discussed the possibilities of alfalfa seed development in Wisconsin and outlined the progress made during the 20 some years since the belief that alfalfa could not be successfully raised in the Badger state was proven groundless.

BLOOMINGTON, ILL.—Funk Bros. Seed Co. has taken over the equipment of the Chicago Heights Oil Manufacturing Co., Chicago Heights, Ill., and is moving it to Bloomington. The Funk Bros. firm expects to go into the soy bean oil business quite extensively with the machinery for extracting the oil from soy beans. Whenever the demand for soy beans falls off the surplus beans can be worked off into oil.

JACKSON, MICH.—S. A. Wilson, seedsman 62 years old, associated with S. M. Isbell & Co., of this city, died on Aug. 6. Practically his whole life was spent in the seed business with various prominent seed firms. His widow and 5 children, O. S. Wilson, Cedar Rapids, Ia.; Mrs. C. E. Packman, Washington, D. C.; J. Alan Wilson, Fort Worth, Tex.; Mrs. L. A. Smith, Madison, Wis.; and W. M. Wilson, Jackson, Mich., survive him.

MINNEAPOLIS, MINN.—Apprehension concerning the damage to flax by light frosts has been entertained during the past 10 days. So far, however, no real damage has been reported. In the south a large portion of the early flax has been harvested. In the north it is changing color and harvesting will be general within the next 10 days. Late flax in the North will be out of frost danger before Sept. 10.—Van Dusen Harrington Co.

BRISTOL, PA.—W. C. Hibbs, 68, superintendent of the cleaning, testing, and packing departments of the D. Landreth Seed Co., died on July 18. Mr. Hibbs started with the Landreth firm on its Bloomsdale Farms when but 9 years old. Except for 3 months on the railroad, he never worked for any other firm or individual, serving continuously for 58 years. He was an expert at cleaning and testing seed, and active up to the time of his death.

"ELECTROCHEMICAL TREATMENT of Seed Wheat," by C. E. Leighty and J. W. Taylor (*U. S. Dept. Agr., Dept. Circ. 305 (1924) pp. 7, fig. 1*) shows that treatment apparently does not affect plant growth or disease infection. Seed immersed in a duplicate salt solution, and in water only, and harvested in 1921 and 1922 at Arlington, Va., gave respective average yields of 27.25, and 26.5 bu. of grain and 3,884, 3,631, and 3,573 lbs. of straw. Untreated seed made 28.1 bu. and 3,829 lbs.

BROOKINGS, S. D.—Prof. N. E. Hansen of the South Dakota State College, has returned from the higher altitudes of Siberia with a hardy variety of alfalfa which has been named Cossack. Prof. Hansen found it thriving in wild growth under the most severe climatic conditions. It has a wonderful spreading root system and subterranean crown which keeps growing larger as long as sandy ground space permits. Its forage is fine stemmed and leafy. The purity of the strain has been carefully guarded and a system of registration perfected thru the South Dakota Experiment Ass'n.

WASHINGTON, D. C.—The Aug. 1 condition of beans thruout the United States was 79.1%, compared with 87.3% on Aug. 1 last year, and 83.4%, the 10-year average, according to W. F. Callander, senior agricultural statistician in charge, division of crop and livestock estimates, U. S. Department of Agriculture. Grain sorghums condition, on Aug. 1, was 76.5%, compared with 74.7% in 1923, and 79.1%, the 10-year average condition. These figures consider normal as 100%. Considering 100 as the average crop condition this year, the Aug. 1 condition of grain sorghums was 96.7% and of beans, 94.8%.



MINNEAPOLIS, MINN.—Maturing of unripe seed was hindered during the week ending Aug. 23 by low temperatures and heavy rain, which also interfered with threshing. High prices of Argentine seed would not encourage contracting for shiploads and there is no freight space available on steamers due in New York September.—Archer-Daniels-Midland Co.

MAITLAND, MO.—Best bluegrass seed harvested in this territory brot as high as \$40 to the acre. Approximately \$134,700 was paid for bluegrass seed producers during the past season in the territory surrounding Maitland, Kidmore, Barnard, Stanberry and Sheridan, by various seed firms. Due to the highly satisfactory returns more and more farmers are turning to bluegrass seed raising.—P. J. P.

TOLEDO, O.—Clover seed ruled strong and sharply higher during the week ended Aug. 16, some fresh investment buying with light offerings. We have received some scattered reports stating that the early heads of English are not filling the way they should. It is too early to tell anything about the red clover. Our advices from France state that some clover has been killed by the dryness of last year and the weather last July was unfavorable. Even with favorable weather during August the crop will be less than the average one.—Southworth & Co.

"INHERITANCE OF Kernel and Spike Characters in Crosses Between Varieties of *Triticum Vulgare*," by H. K. Hayes (Minn. Univ. Studies Biol. Sci., No. 4 (1923) pp. 163-183) gives the results of experiments in crossing Marquis spring wheat with Preston and Bluestem in an effort to produce a wheat of as high quality as Marquis, of fully as good or better yielding ability, and of greater scab resisting tendencies. Bluestem and Preston produce longer kernels than Marquis, and Marquis and Bluestem produce kernels of somewhat higher texture than Preston.

TOLEDO, O.—Clover seed market during the week ended Aug. 16, was extremely dull as far as trade was concerned, with values higher. There is no general speculative trade in the market. A few scattering damage reports are being received. A large Paris, France, dealer advises us that the crop is expected to be much smaller in France than a year ago. One of our country shorts covered the other day and advised us that he had covered his contract due to the fact the situation through his section regarding clover was that while they had an unusual crop the seed was maturing very slowly. He is of the opinion when the first crop of medium hay is cut off early the prospects for seed is good, but when the hay was taken off late as happened this year, he questions the amount of seed that will be available for the market. We are still of the opinion, however, that present prices discount any damage that may be done.—C. A. King & Co.

### Loans Have Helped Stabilize the Northwest.

Aggregate loans of over \$4,000,000 by the Agricultural Credit Corp., which private interests formed at the suggestion of government officials, to relieve the Northwest's financial condition, have aided over 200 banks in that financially unsound territory. Banks of the middlewest and east, and individual financiers furnished the \$10,000,000 capital for the organization authorized by the government.

The Corp. aided banks of the northwest, including 12 in Minnesota, which received \$404,000; 98 in North Dakota, which received \$1,242,000; 61 in South Dakota, \$1,547,000; 25 in Montana, \$886,000, and 9 in other states, \$178,000.

A straight interest rate of 6% has been charged and no commissions were taken. The banks aided have aggregate deposits of \$45,000,000. These deposits have been safeguarded by the loans.

### Seedsmen Play Important Part in Weed Control.

In an address before the Seedsmen's Conference, held at the Wisconsin Agricultural College, Madison, Wis., recently, Henry Michels, Fond du Lac, Wis., told why seedsmen are largely responsible for the weeds that take invaluable plant food from the soil. To this he added an outline on how general distribution of weed seeds is to be prevented. Excerpts from his address follow:

The farmer in making his purchases of seeds is largely dependent upon the honesty and ability of the man who supplies his wants. Few farmers can differentiate between good seed and poor seed and those who are careful will patronize only such dealers as have shown by their past performances that they have the training, ability and honesty necessary to the selection of the most important item that the farmer purchases in his whole year's operations. Upon the qualities hidden in this small transaction depends the success of the entire season's crops. With respect to weed content, it can even be said a single season's bad purchase may leave its effects for many years and be a heavy drain upon the farmer's income.

I am sure that every seedsmen would prefer to sell only clean seeds and the large majority of them exert every effort compatible with their interests to furnish them. Yet the seedsmen, like everyone else must have a reasonable profit and a considerable volume of business or he cannot exist. Only a small percentage of the seeds as they come upon the market are clean and the seedsmen faces difficulties which are hard to combat.

Seed growing has not been developed to a point where the grower takes enough pride in his product to set a high standard for himself.

Buyers in the growing districts take in seeds only as a side line and do not discriminate between the various qualities offered them and particularly are they unable to detect the presence of noxious weeds. The result of this is that the prices paid for all seeds purchased run close to the average; that is, the grower of the good seed does not receive enough of a premium and the poor seed is not penalized severely enough.

The distributor of the seed comes into sharp competition with the unscrupulous "bargain seedsmen" so that he is unable to secure the higher price which the quality of his merchandise justifies.

The ultimate consumer is too indifferent.

The indifference of the consumer is directly responsible for such low standards as prevail in certain branches of the seed trade, yet the seedsmen himself must assume the burden of effecting the changes that will place his occupation upon a higher plane. The fact that he is a specialist suggests that he must be able and willing to solve problems that could not otherwise be met. He claims, and justly so, that the product he gathers, cleans, stores and distributes calls for a high degree of skill and knowledge. He has already developed the industry to a point where it is far above the standards held a decade ago. But there are some stones in the path which retard our progress and I want to suggest reforms which I believe will be very helpful:

The seedsmen, whether he be wholesaler or retailer, must get closer to the customer. He must learn more of the practical side of farming especially as to the habits of growth and propagation of weeds, the crops in which they are most injurious and the regions of origin in which they are most likely to be found.

The country buyer should be urged to equip himself with at least superficial cleaning machinery, and to buy his stocks from the grower on a reclaimed basis. It is difficult to detect weed seeds in uncleared lots of seed. Also, if seed is bought "in the rough" or huller run, the seedsmen in his desire to keep shrinkage down to a minimum is likely to be less thorough in his final cleaning and the product will be passed on to the consumer in an impure state. Buying on a reclaimed basis prevents the screenings with their weed content from entering commercial channels where they make possible the "bargain prices" so widely quoted.

Seedsmen must do more to gain public confidence by co-operating with the State Department of Agriculture and others in eliminating the unscrupulous seedsmen from their ranks. In the long run such men injure careful seedsmen by destroying trust in the trade. Many careful farmers, knowing that commercial seeds are the most prolific carriers of bad weeds, and realizing that they are unable to detect their presence, hesitate in buying seeds at all.

The seedsmen accepts an important trust when he undertakes to furnish the agricultural seeds upon which depend not only the farmers financial welfare but the food supply of the world. If we are going to uphold and rebuild the dignity of our occupation, the seed trade as a whole must be willing to acknowledge at least a moral responsibility for every sale that is made, regardless of the identity of the individual making it.

### American and European Seedsmen Confer.

The first International Congress of the Seed Trade Ass'n was held at London, July 7 to 11. America sent 4 delegates, Great Britain 22, Canada 2, France 9, Italy 1, Germany 3, Denmark 9, Sweden 1, Czecho-Slovakia 2, Poland 2, and Holland 1. The British proved generous and kind hosts.

An International Contract, proposed as a basis for all international trading in agricultural seed, was presented by the Council (Executive Com'te) of the Agricultural Seed Trade Ass'n of the United Kingdom as the business of the Congress. Unanimous in their objection, American and Canadian delegates opposed this contract, contending that it was impossible, at least in trading between America and other countries, to complete contracts of sale by execution, by both parties, of a formal instrument in writing. The time necessary to accomplish such a sale would be at least 3 or four weeks. Also, before the contract could be signed by both parties, considerable deletion of terms and conditions covering all phases of trading, but conflicting with the actual intentions of the dealers in respect to the particular contract at hand, would be necessary. The terms and conditions of the contract were further objections.

The American delegates suggested consideration be given the plan of international trading drafted and unanimously approved by the American and Canadian delegates.

This suggestion was passed over and the Congress took up the contract for discussion. The final result showed that no action was taken on 8 important provisions of the International Contract.

A resolution appointing Herbert Smith, Esq., solicitor and sec'y of the British Seed Trade Ass'n, and Curtis N. Smith, chairman of the American delegates, as a com'te to redraft the Contract so as to make it satisfactory to the American and Canadian delegates, and report to the Congress, was adopted.

This com'te recommended abandonment of the International Contract and consideration and adoption of the American and Canadian plan of International Seed Trade Rules.

The Congress adopted 2 resolutions. First, "that the International Contract, as agreed to, be adopted for trading between European countries.

Second, "that a com'te be appointed with executive power to consider the American and Canadian plan of International Seed Trade Rules, and to organize a Credit Reporting Bureau."

Whereupon, the Congress adjourned sine die.

The special com'te held two sessions to consider the International Seed Trade Rules. These were designed somewhat like the trade rules of the Wholesale Grass Seed Dealers Ass'n and the Rules of the British and other seed trade ass'ns. They established definitions of terms, whereby a common understanding of all the various technical, legal and other terms, conditions and customs of seed trading could, by using the code word, ISTR, in cable negotiations, be adopted and incorporated in the sale contract. Elimination of undesirable terms in the rules could be effected by the cable offer or acceptance.

Agreement was reached by all members of the com'te on the important points. But when the entire plan was about to be drawn to a conclusion the French delegates felt obliged to withdraw and return to France.

Thereupon the British Council declined to proceed with, and come to a conclusion on, the adoption of the Rules. The use of the rules remains blocked until such a time as the com'te may meet again to finish the work it started.

WE BELIEVE that a new struggle for American freedom is impending. We hope it is—for freedom from laws and regulations, from the increase of government and the interference in American life by government functionaries.—*Chicago Tribune.*



**Josey-Miller Co. Has New Elevator.**

Insufficient storage facilities and the unsteady stream in which raw supplies were received were among the reasons that led the Josey-Miller Co., manufacturing feed in a large plant at Beaumont, Tex., to build a large elevator a few feet from the factory.

The illustration herewith shows the rectangular building with its cupola at one end and its two receiving tracks along one side. It is of crib construction, covered with corrugated iron, and cost, completed, approximately \$75,000.

Two car receiving pits swallow grain as fast as it is brot in and dumped. Two legs carry it to the cupola from where it is distributed among the 50 square bins of the elevator. Its total capacity is 125,000 bus. A Eureka cleaner furnishes ample cleaning facilities for all grain stored. Electric power thruout conserves space. A good ventilating system tempers the danger of dust explosions, and a sprinkler system lessens the danger of fire.

Four spots span the space between the elevator and the mill and distribute the grains to the departments where wanted. The elevator is used only as a storage house and feeder for this 3-story mill which turns out countless sacks of stock and poultry feed.

The mill has a daily capacity of 5,000 sacks chops, 5,000 sacks steam cooked feeds, 500 barrels of meal, and 100 barrels of grits.

Immediately adjoining the mill is the hay warehouse with its capacity of 200 carloads. A part of this is given over to an office.

All three buildings are served by the Kansas City Southern and the Gulf, Colorado & Santa Fe railroads. Indirect connections are made with the Gulf Coast Lines and the Southern Pacific.

The Josey-Miller Co. has branches at Orange, Port Arthur, and Goose Creek, Tex., and Sulphur and Vinton, La. The Beaumont, Tex., plant, however, composes the largest and finest of its facilities for producing the "feed

of lightning results," packed in "lightning bags."

The new elevator was built under the supervision of E. H. Ingram.

**Germinating Powers of Clover and Related Plants.**

The seeds of legumes with good germinating power retained their ability almost unaltered for 3 years, in experiments and investigations made at the Danish State Seed Testing Station in 1891-1903-1920. In following years the seed gradually lost this germinating power, while the content of hard seeds, in most cases, remained almost constant. A few of the seeds from some samples of white clover, alsike clover, and bird's-foot trefoil still germinated after 25 years, and the samples contained some hard seeds.

Grass seed species with high germinating powers also retained this ability for 3 years, with the exception of samples of field brome grass, meadow foxtail, and rye. Only a few of the grass species keep their germinating power for more than 7 or 8 years.

A sample of oats showed considerable less than normal germination (about 97%) in the first test. Nevertheless oats keeps its germinating powers longer than the 3 other species of cereals which had higher germinating power at the beginning. One sample of this species germinated 97% the first year and 87% the 7th year.

Red clover was first tested in January, 1903. The sample contained so few hard seeds that it was probably scratched, which is likely the reason for the high germinating powers of the sample when first tested. This ability decreased considerably by the 4th year; the seed was almost worthless by the 5th and 6th years and was almost dead at the close of the 8th year.

Alsike clover had a high power of germination and but 4% hard seeds the first year. Much of its germinating ability was lost by the 4th year and the seed decreased so rapidly

thereafter as to be almost worthless the 6th year. The sample contained 6% hard seeds the 16th year, but none germinated.

Field brome grass had a normal power of germination the first year and retained it almost unaltered the 2nd year. The 3rd year it decreased considerably and the 4th year was practically worthless. This in spite of the fact that storing conditions at this experiment station are much better than those in ordinary practice.

Seeds of yellow trefoil, kidney vetch, and red clover frequently contain a good many broken seeds as a result of hard threshing. In the purity test these seeds are counted as pure because the seed shell does not have any break or wound suggesting that the embryo is injured. But during the germinating process the cotyledons and the radicle break from each other so they cannot produce a plant capable of development. Then the broken seedlings are counted dead.

Conclusions indicated that those samples which at the beginning have a high power of germination and only a few or no hard and dead seeds decrease this power faster than such samples which contain many hard seeds but no dead seeds. Hard seeds as a rule are the most ripe and best developed and contain comparatively less water than the other seeds in the sample. Preliminary investigations at the Danish State Seed Testing Station show they contain  $\frac{1}{2}\%$  less water than those seeds which most rapidly absorb moisture.

**The Vote Chaser's Slogan.**

Commencing with the federal revenue act of 1913, all of our income tax laws have been deliberately aimed at successful industry. Congress has proceeded on the theory that all large profits are illegitimate. The most popular vote seeking word on the floor of congress is "profiteer." A "profiteer" is a man who makes a profit—ergo, he is a crook and the profit must be extracted from him by a new tax law.—Col. Robert H. Montgomery.



Hay Warehouse, Feed Mill and 125,000-bu. Elevator at Beaumont, Tex.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Texarkana, Ark.—The warehouse of the Clark-Lynn Grain Co. burned Aug. 15 at 4 o'clock in the morning together with its contents.—P. J. P.

## CALIFORNIA

San Francisco, Cal.—The milling end of the business of the Western Milling Co. has been transferred into an oil mill, that is, for the manufacture of vegetable oils. Work on the plant is progressing.

Lamanda Park, Cal.—The Amber Grain & Milling Co. recently added an addition which increased its floor space to 25,000 square ft. and the storage space to 10,500 bus. The unloading capacity of bulk grain will be 1,000 bus. per hour. The grain will be brot to the new grain separator which will clean the grain at the same rate per hour.

## CANADA

Bolton, Ont.—A. E. McFall, miller and grain dealer, died recently.

Winnipeg, Man.—The annual general meeting of the North West Grain Dealers' Ass'n will be held here August 26.

Winnipeg, Man.—R. M. Mahoney, assistant general mgr. of the Home Grain Co., has been appointed mgr. of the Manitoba Co-op. Wheat Growers, Ltd.

Vancouver, B. C.—The British & Oriental Elvtr. Co. will take over the old Woodward elvtr. in the harbor. Mr. Woodward of Winnipeg did not complete the elvtr. because of the opposition of the harbor board.

Vancouver, B. C.—The business of James Stewart & Co., Ltd., is now conducted under the name of the Saskatchewan Co-op. Elvtr. Co., Ltd. The change took place Aug. 1. The company's headquarters are in Regina. The organization remains unchanged.

Vancouver, B. C.—The British Columbia Grain Elvtr. Co. has let a contract for a \$200,000 elvtr. The elvtr. will handle 40 cars a day and is to be finished in the early part of December. E. Woodward and C. E. Earbart, both of Winnipeg, are officials in the company.

Victoria, B. C.—Sir Henry Thornton, pres. of the Canadian National Railway, recently announced that a large grain elvtr. would be built here if certain obstacles, considered easily surmountable, would be overcome. If the undertaking proved successful, others would be built, according to the report.

Vancouver, B. C.—Rapid progress is being made on the elvtr. and wharf being built for Spillers Milling & Associated Industries, Ltd. The building is to be 204 ft. high and nine ft. a day are being added. It should be finished by the end of the year. The wharf will be 1,000 ft. long and will be able to accommodate two ships.

Regina, Sask.—Donald Macrae, chief superintendent of the Saskatchewan Co-op. Elvtr. Co., has been appointed general mgr. of the wheat pool of this province. It is known as the Saskatchewan Co-op. Wheat Producers, Ltd. The position of general mgr. of the joint selling agency of the three pools in western Canada is still vacant. The names of Dr. Magill, sec'y of the Winnipeg Grain Exchange, and James Stewart, an exporter of Winnipeg, have been mentioned.

Winnipeg, Man.—The Board of Grain Commissioners for Canada will hold a meeting here Aug. 25 to hear the following Tariff of Charges—Public Terminal Elvtrs., Season 1924-25, Rules and Regulations—Public Terminal Elvtrs., Season 1924-25, Tariff of Charges—Public Country Elvtrs., Season 1924-25, Rules and Regulations—Public Country Elvtrs., Season 1924-25. A discussion will be held on the advisability of adopting a new form of annual report to be furnished by country elvtr. operators. The Board's statistician has prepared this form of report and if accepted it will eliminate the necessity of completing the form known as "No. 10 West."

Calgary, Alta.—The report that Spillers Ltd. of London, England, would take over the plant of the Alberta Flour Mills, Ltd., has been confirmed and the Spillers interests have taken control of the property. It is said that a new company will be organized to operate the plant under the name of Spillers Canadian Milling Co., Ltd., with P. Lloyd Tanner as managing director. The British firm will take over all the assets of the Alberta Mills and one liability of unpaid taxes on the mill site for \$1,185,000, which is the amount of paid up capital in the Alberta Flour Mills, Ltd. According to report the unfinished Calgary mill will be completed at an alleged cost of \$1,500,000 in time for next year's crop.

Fort William, Ont.—The frame and metal workhouse of the Northwestern Elvtr. Co. burned to the ground Aug. 9, early in the morning. The fire started on the flat, next to the top, 175 ft. from the ground. The loss included 7 box cars, about 30,000-bus. of grain and much machinery and equipment. The house burned had a capacity of 140,000 bus., the elvtr. itself is one of the largest at the head of the lakes and has a total capacity of 2,800,000 bus. Shipping will continue until the stock on hand is disposed of, but the plant will be practically at a standstill. It is reported that arrangements for rebuilding would have to be made soon, as the entire plant is of little use without the loading and cleaning apparatus. Harry Sellers is mgr. Fully insured.

## COLORADO

Oak Creek, Colo.—I sold my business to Nate Correll.—Emma Bell.

Myrtle, Colo.—The Vollmer-Clearwater Co.'s elvtr. was slightly damaged by fire Aug. 6.

Milliken, Colo.—The warehouse of the Colorado Milling & Elvtr. Co. was damaged by fire Aug. 6.

Greeley, Colo.—The Greeley Co-op. Co. recently installed a feed grinder in its warehouse.

Denver, Colo.—The Crowell Elvtr. Co.'s office here has been closed. J. S. Walsh is now doing business on his own account.

New Raymer, Colo.—The Farmers Grain Co. has added 8,000 bus. storage to its elvtr. and installed a 15-h.p. engine. Birchard Construction Co. did the work.

Peetz, Colo.—The Farmers Elvtr. Co. has added 8,000 bus. storage to its elvtr. and installed a new leg, distributor, cleaner, 5-h.p. Fairbanks Motor and a 15-h.p. Fairbanks Engine. Birchard Construction Co. did the work.

Paoli, Colo.—We have a 12,000-bu. cribbed elvtr. already completed and taking in grain. It is equipped with Fairbanks Morse 10-ton wagon scale, 6-bu. Richardson Automatic Scale in cupola, a distributor, truck dump and No. 4 dual cleaner, Fairbanks Morse 10-h.p. Z type engine. It is located on the C. B. & Q. Railway, and operated as I. J. Taylor Grain Co.—J. Almiles, mgr.

## IDAHO

Pocatello, Ida.—The general offices of the Farmers Grain & Milling Co. have been moved here from Salt Lake City.

Gooding, Ida.—W. R. Emerson of Fairfield has succeeded Roy Davies as office mgr. of the Gooding Mill & Elvtr. Co.

Pocatello, Ida.—Roy Davies, who has been office mgr. of the Gooding Mill & Elvtr. Co.'s office at Gooding, is now assistant mgr. of that company's new office here.

Montpelier, Ida.—The fire loss we had Aug. 6 was in the old plant located far uptown, which we dismantled last season. We had installed machinery in our new concrete mill building. The fire completely destroyed the old mill building, crib elvtrs., warehouse, office rooms and wheel house. Less than 200 bus. of wheat were in the elvtr. at the time. Partly covered by insurance.—Miles Milling & Elvtr. Co.

## ILLINOIS

Omaha, Ill.—H. J. Meyer is mgr. of Meyer & Meyer, Inc.

Chester, Ill.—H. C. Cole, pres. of the H. C. Cole Milling Co., died Aug. 13.

Galva, Ill.—The elvtr. of the Galva Grain Elvtr. Co. was slightly damaged by fire Aug. 7.

Charlotte, Ill.—The foundation for the Middle Division Elvtr. Co.'s new elvtr. is being laid.

Prairie City, Ill.—The farmers in this vicinity contemplate building and operating an elvtr.

Springfield, Ill.—The offices of the Murphy-Grier Co. have recently been moved here from Peoria.

Papineau, Ill.—The elvtr. of the R. F. Cummings Grain Co. was slightly damaged by fire caused by exposure.

Paris, Ill.—Frank H. Williams has been appointed mgr. of Jas. E. Bennett & Co.'s grain commission office here.

Peoria, Ill.—For refusal to arbitrate Harrison, Ward & Co. have been expelled from the Grain Dealers National Ass'n.

Paxton, Ill.—Mr. Marks, who has been mgr. of the Farmers Elvtr. at Eylar, is now mgr. for the Farmers Elvtr. Co. here.

Sicily (Pawnee p. o.) Ill.—The Sicily Farmers Grain Co. will be continued under the same organization for the present.

Breckenridge, Ill.—The elvtr. recently bot by the Fernandes Grain Co. is operated under the name of Rochester Grain Co. H. O. Zinn is mgr.

Piper City, Ill.—Sold the business to B. W. Cunningham and rented the building to him Aug. 1, 1924.—J. K. Montelius, Montelius Grain Co.

Peoria, Ill.—It is reported that the Terminal Elvtr. & Commission Co. of Peoria will open a commission business soon and will probably lease the elvtr.

East St. Louis, Ill.—H. E. Olendorf, who has been with the Arcady Farms Milling Co. at Chicago, is now mgr. of the company's plant here, succeeding Geo. Keith who resigned.

Wyoming, Ill.—The end of the Rock Island Elvtr. of the Wyoming Grain Co. was struck by lightning Aug. 9. Slight damage was caused. The company recently installed a radio.



Edwardsville, Ill.—L. C. Miller, head miller for the Blake Milling Co. was crushed to death when his body was caught in underground machinery connecting the mill with the storage elvtr. 75 ft. away.

Mason City, Ill.—We have installed electric motors, two 15-h.p. and one 20-h.p. in our elvtr. and also put in one overhead truck dump, which is operated by electricity.—Farmers Grain & Coal Co.

Metcalf, Ill.—Elmer McCain recently sold his one-half interest in the Farmers Grain Co. to his partner, Otho J. Linebarger. The company owns and operates 11 elvtrs. The deal will not become effective until Oct. 1.

Washburn, Ill.—I have bot the elvtrs. here of Moschel & Robbins, capacity 100,000-bu. Both houses are equipped with Richardson Automatic Scales, gas engines, 16 bins. Also took over the implement and coal business.—J. W. Abbott.

Carmi, Ill.—Gen. J. B. Campbell, pres. of the Campbell Milling Co. died at his home in McLeansboro. He served on the Legislation Com'te of the Southern Illinois Millers' Ass'n for many years and was a Civil and Spanish-American war veteran.

Meyers (South Pekin p. o.)—Ill.—Thieves recently broke into the Farmers Elvtr. Co.'s elvtr. and took an adding machine, typewriter and check protectograph. The same articles were stolen from the elvtr. about a year ago and were later found in Peoria.

Peoria, Ill.—Judge D. H. Cregg, referee in bankruptcy, has given permission to the Peoria Grain & Barging Co. to fulfill certain contracts for hauling grain. The company's assets include five barges, and its attorneys claim they must be manned to prevent rapid loss of value.

Bellflower, Ill.—Our office building was destroyed by fire on the morning of the 5th of July. It was caused by exposure to a hotel building adjacent, in which the fire originated. Our building was a total loss, but the contents were saved. We have abandoned the old site on the railway right of way, purchasing the hotel and blacksmith shop site for our new location. The contract for rebuilding has been let to Jessie Provine and construction has started. The plan is bungalow type, cover extending over scales, asphalt shingles, finished outside with magnastone. The dimensions are 26x32 ft.—Clarence W. Johnson & Co.

#### CHICAGO NOTES.

A Board of Trade membership recently sold for \$6,550 net to the buyer.

A. L. Somers and Edgar C. Knapp of Somers, Jones & Co. have been suspended from membership in the Board of Trade.

Louis Brosseau, who has been in charge of the grain futures department of the Rosenbaum Grain Corporation, is now associated with Wheeler & Kenly.

Somers, Jones & Co. closed out their trades recently, being unable to stand margin calls. The firm was short 150,000 bus. corn for customers who did not respond to margin calls. Loss, about \$25,000.

The J. J. Badenoch Co., which for many years had offices only at its grain and hay warehouse, and a few years ago took offices in the Postal Telegraph Bldg., now has removed its remaining offices to the more central location.

Delinquency in payment of dues is to be penalized by suspension from all privileges of membership, instead of exclusion from the rooms of the Board of Trade, under a proposed amendment to the rules which has been posted.

#### INDIANA

Redkey, Ind.—We have installed an attrition feed mill.—Stafford Grain Co.

Cambridge City, Ind.—Lawrence Clark and Floyd Kerklin, who recently bot the Creitz flour mill, will operate it under the name of Imperial Milling Co.

Wakarusa, Ind.—The Wakarusa Mill & Elvtr. Co. has added a new elvtr. stand.

Chase, Ind.—Clarence Lawson recently sold his elvtr. on the L. E. & W. here to a farmers organization.

Arcadia, Ind.—J. G. Winders, who recently bot the Farmers' Co-op. Elvtr. Co.'s elvtr. here, is covering the buildings with galvanized iron.

Clymers, Ind.—The new elvtr. of Hirsch Bros. Grain Co. is not entirely finished, but is doing business. Most of the necessary equipment has been installed.

Kempton, Ind.—Cohee & Clark's elvtr. has been completed. The elvtr. replaces the one burned several months ago and is electrically equipped thruout and has a double drive.

Rolling Prairie, Ind.—The Rolling Prairie Grain Co. has been incorporated; capital stock, \$20,000. Chas. F. Pears, Walter J. East and Harold C. Wolcott are interested in the company. The firm will conduct a wholesale and retail grain, coal and building material business.

Marion, Ind.—A. W. Maegerlein, who recently bot one of the two grain elvtrs. here, is doing a retail business in feed, grain and flour. The other elvtr. which also belonged to the farmers, is closed.

Chalmers, Ind.—The fire which recently destroyed the Barr Grain Co.'s elvtr., is said to have been caused by a locomotive spark which flew thru an open window and set fire to corn cobs in the cob room.

Valparaiso, Ind.—B. D. McMahan, until recently a member of the firm McMahan-Krudup, has bot the interests of B. H. Wood in the McMahan-Wood Co. and will manage the company's elvtr., which has been operating under the name of the Pennsy Elvtr. Co. The elvtr. will now be known as The McMahan Co.

Kingman, Ind.—The elvtr. and mill were a total loss and the company will not rebuild as it was financially unsound. The stockholders claim that the directors will have to pay the indebtedness.—Farmers Grain & Milling Co. We are the only grain firm here.—Swain & Ward Grain Co. I am employed by Swain & Ward Grain Co.—Joe Bland.

Star City, Ind.—W. B. Edwards, an employe at the J. C. Phillips elvtr., was recently injured while working a grinder revolving at the rate of 2,000 revolutions per minute. A bolt caught in the machinery and the grinder flew to pieces, one piece striking Mr. Edwards' arm. Mr. Phillips found him unconscious and called a doctor at once.

#### IOWA

Aplington, Ia.—The elvtr. of H. Dreyer, Jr. Est. has been remodeled.

Pioneer, Ia.—Max Higgins is now mgr. of the Edington & Walsh elvtr.

Iowa Falls, Ia.—The Iowa Falls Co-op. Co. has built new coal bins at its elvtr. here.

Sioux City, Ia.—M. A. Creamer is mgr. of the office here.—McCaull-Dinsmore Co.

Doon, Ia.—M. D. Swenning has succeeded John Brinkhouse as mgr. of the Doon Elvtr.

Lamoni, Ia.—The Iowa-Missouri Grain Co. is covering its building with corrugated iron.

Toronto, Ia.—O. C. Mowry recently rented the Toronto Elvtr. and is now ready for business.

Gilbert, Ia.—C. C. Buck recently added the elvtr. here to the line which he already controls.

Macy, Ia.—The Iowa Falls Co-op. Co. has built a new office and installed a dump in its elvtr. here.

Royal, Ia.—The plant of the Farmers Grain Co. was sold to Les Kelsay Aug. 15.—E. C. Nelson, assignee.

Davenport, Ia.—The Purity Oats plant has been sold to the Kellogg Co. Joe Loufek will be superintendent. The plant will be run 24 hours.

Nevada, Ia.—The Clark Brown Grain Co. will move its wholesale offices to this city from Des Moines.

Albion, Ia.—The present mgr. is Walter B. Hall. This company has not dissolved.—Farmers Elvtr. Co.

Iowa Falls, Ia.—W. M. Bell & Co., of Milwaukee, Wis., have opened an office here in charge of C. R. Boots.

Plessis, Ia.—We have installed a Kewanee Truck Lift and remodeled the driveway in our elvtr. here.—The Quaker Oats Co.

Williams, Ia.—The Farmers Elvtr. Co. is considering adding a mill, which will be operated in connection with the elvtr.

Badger, Ia.—The Quaker Oats Co. has installed a new Kewanee Truck Lift and a 10-ton Fairbanks Scale.—H. H. Carson, agent.

Bradford, Ia.—The Iowa Falls Co-op. Elvtr. Co. recently built a new engine house and coal buildings and installed dumps in its elvtr.

Oakville, Ia.—The elvtr. was not struck by lightning. The storm on June 28 blew the roof off and soaked 5,000 bus. of wheat.—Oakville Grain Co.

Taintor, Ia.—The elvtr. of the Farmers Elvtr. Co. burned Aug. 7 in the afternoon. An explosion of gasoline is said to have been the cause. Partly insured.

Paton, Ia.—Carl S. Elmore has taken the place of Mr. Conant at the Clark-Brown Co. Mr. Conant is helping build a filling station, which he will operate when completed.

Welton, Ia.—We tore out the whole inside of this house, and rebuilt it from the boot to the cupola. We now have a nice, clean, tight, well working house.—Welton Elvtr. Co.

Mason City, Ia.—The North Iowa Grain Co. has been incorporated; capital stock, \$100,000; officers, Frank A. Cooley, pres., Stephen M. Gamble, vice-pres., and B. J. Price, sec'y-treas.

Sully, Ia.—The cement elvtr. of the Farmers Elvtr. Co. is nearing completion and the machinery has been installed. The oat bins have a capacity of 10,000 bus. and the corn bins, 2,500 bus.

Des Moines, Ia.—The Pease Hay Commission Co., capitalized at \$100,000, has been incorporated by D. D. Downing, R. M. Galbraith, F. H. Pease, et al., to deal in hay, grain, lumber and coal.

Hull, Ia.—F. A. Wintermantel is now mgr. of the Hunting Elvtr. Co.'s elvtr. here. Mr. Blankespoor still has the elvtr. at Perkins and will probably devote most of his time to that and farming.

Pocahontas, Ia.—R. W. Beers has bot the Pocahontas Grain Co.'s elvtrs. and has taken possession. The company will be known as the R. W. Beers Elvtrs. and the business will be conducted by Mr. Beers. Some improvements will be made.

Haverhill, Ia.—Wm. Stalzer recently bot the buildings, machinery and stock of the Haverhill Co-op. Exchange at auction for \$8,750. The business of the company will be reorganized by the new owner. The farmers are considering organizing a co-op. farmers elvtr. company.

Council Bluffs, Ia.—The grain assigned to the Scoular-Bishop Grain Co. will be handled thru the Farmers Terminal elvtr., until other arrangements can be made. It is reported that the company will buy another elvtr. in the city, but have made no definite decision.

Sheldon, Ia.—C. M. Anderson recently sold his elvtr. business to the Quaker Oats Co. Possession has already been given. John Teeslink, who has been employed by Mr. Anderson for a long time, has been engaged as mgr.

Des Moines, Ia.—R. W. Harper, who was reinstated to membership in the Chicago Board of Trade Aug. 19 is making arrangements with the J. C. Shaffer Grain Co. to handle his cash business and with Thomson & McKinnon to handle trades in futures on the Chicago Board.



## KANSAS

Clyde, Kan.—The Clyde Mill & Elvtr. Co. has installed a laboratory.

Wright, Kan.—The elvtr. of C. D. Jennings was damaged by the tornado Aug. 13.

Topeka, Kan.—The Kaw Milling Co. has been shut down for an indefinite period.

Marquette, Kan.—Henning Dahlberg is now mgr. of the farmers Co-op. Mercantile Co.

Quinter, Kan.—The Quinter Mill & Elvtr. Co. recently incorporated; capital stock, \$50,000.

Ellsworth, Kan.—The Lee Flour Mill, after being closed for several months, is again operating.

Wichita, Kan.—Lightning struck the Imperial Flour Mills mill Aug. 14 causing slight damage.

Lorraine, Kan.—The Farmers Elvtr. Co. is building an elvtr., an office, and installing a 10-ton scale.

Winfield, Kan.—We succeeded the Norton-Harris Grain Co. over a year ago.—C. E. Norton Grain Co.

Larned, Kan.—M. L. Hayes of Hutchinson, Kan., is now in the grain department of the Keystone Milling Co.

McPherson, Kan.—The mill of the Wall-Rogalsky Milling Co. was slightly damaged by fire caused by lightning.

Weir, Kan.—The Kelso Grain Co.'s elvtr. burned and the attached warehouse was damaged by lightning Aug. 9.

Moundridge, Kan.—The cupola of the Moundridge Milling Co. was slightly damaged by the windstorm Aug. 14.

Ensign, Kan.—The cupola of the Farmers Grain & Supply Co.'s elvtr. was damaged by fire caused by lightning July 31.

Wichita, Kan.—Fred G. Hoose, vice-pres. of the Norris Grain Co. recently sold a membership on the Board of Trade for \$600.

Arrington, Kan.—Mr. Brun of Wetmore has bot C. A. Brubaker's line of elvtrs. Mr. Brun's son is to have charge of the elvtr. here.

Ness City, Kan.—A loss of several hundred dollars was recently sustained by the Farmers Elvtr. Co., when a partition collapsed.

Newton, Kan.—The Consolidated Flour Mills Co. resumed operations Aug. 18. The plant had been closed for some time while being remodeled.

Seaman (Parker P. O.), Kan.—The Midwest Grain Co. of Hutchinson is building an elvtr. It will be equipped with a 6-h.p. Fairbanks engine and a Howe scale.

Desoto, Kan.—The Desoto mill and elvtr. owned by J. A. Sconce and operated under lease by D. C. Whittaker burned Aug. 5 at about 4 a. m.

Hutchinson, Kan.—The Salina Produce Co. has opened an office here in the Rorabaugh-Wiley building, and has made application for membership in the Exchange. C. E. Jones is mgr.

Dodge City, Kan.—The elvtr. of the Alfalfa Coal, Grain and Supply Co. was destroyed by fire caused by lightning Aug. 10 at night. The firm recently succeeded the Alfalfa Milling Elvtr. & Supply Co.

Hutchinson, Kan.—The Midwest Grain Co. sold elvtrs. at Belpre, Howes and Malloy to the Home Grain Co. of Belpre. Midwest now operates elvtrs. at Abbeyville, Fellsburg, Centerville, Charlotte, Ford and Radium and is building an elvtr. at Seaman.

Dodge City, Kan.—The Alfalfa, Coal, Grain & Supply Co. has let a contract to the Star Engineering Co. for a frame iron clad structure of 15,000-bu. capacity to replace the elvtr. which burned. The new house will be equipped with fully enclosed motors, Eureka Cleaner, two pair high roller mill, truck dump, 5-bu. Richardson Automatic Scale and an exhaust fan.

Garden City, Kan.—The Everly Grain Co. will soon let a contract for a 35,000-bu. elvtr., which will be frame and covered with sheet metal, and a warehouse 30x80 ft. The elvtr. is to be finished within 60 days.

Salina, Kan.—The Weber Flour Mills Co., after being reorganized, has been incorporated; capital stock, \$1,000,000; incorporators, John Weber, Leo Weber, B. I. Litowich, J. F. Hall, C. J. Flannigan. J. F. Hall will be general mgr., and H. J. Morton is again holding his former position as milling superintendent.

Otis, Kan.—The cause of the fire which burned our elvtr. to the ground Aug. 4, was a spark from a passing locomotive. The elvtr. was a frame building with a shingle roof and of 24,000-bus. capacity. There were 4,300-bus. of wheat in the elvtr. The building loss is \$10,000 on which we carried \$5,000 insurance and \$4,000 on grain at the time of the fire. We have bot another elvtr. here from the Hunt Bros. Milling Co., Pleasant Hill, Mo.—Jacob Lebsack Grain Co.

## KENTUCKY

Louisville, Ky.—The Louisville Mill Products Co. has been incorporated by Wm. C. Dale, E. O. Burdin and John Harney.—P. J. P.

Louisville, Ky.—David Kidd, crippled night watchman of Callahan & Sons, died Aug. 11 from gun wounds received the night before from two negroes, who came into the company's office. One of the negroes was killed by a policeman.

## LOUISIANA

New Orleans, La.—M. A. Wetmore, who was formerly associated with Power, Son & Co., New York, is now in the grain department of the W. L. Richeson Co., Inc.

New Orleans, La.—W. L. Richeson, pres. of the W. L. Richeson Co., Inc., has been elected a director of the Southern Rice Mills Co., which has recently been organized by F. A. Foster, mgr. of the Lake Charles Milling Co., Lake Charles, La.

## MARYLAND

Baltimore, Md.—Joseph G. Reynolds retired from our firm Aug. 1. The members at present are: Blanchard Randall, Eugene Blackford, Edward L. Davis and Blanchard Randall, Jr.—Gill & Fisher.

## MICHIGAN

Pewano, Mich.—Wm. Davern's elvtr. was recently invaded by thieves who took about \$100 in cash.

Sandusky, Mich.—Lloyd Wolfe will succeed John Sweet as mgr. of the Sandusky Grain Co.

Adrian, Mich.—The large elvtr. of the Detroit Milling Co. was converted into a milk plant a year ago and the company is not in business here.

New Baltimore, Mich.—The Farmers Co-op. Elvtr. Co., of Marine City, is planning to run the branch elvtr. here in connection with its plant at Marine City.

Fountain, Mich.—I had no fire in my elvtr., but my office was struck by lightning, doing a small amount of damage, which was fully covered by insurance.—B. F. Brunke.

Lansing, Mich.—Our summer plans include the acquisition of several country plants to insure a constant supply of wheat for our local mill, and unpicked beans for the increased capacity of our local bean picking plant. To date we have made no outright purchases.—Christian Breisch & Co.

Mount Pleasant, Mich.—The Mt. Pleasant Co-op. Co. recently broke ground for its new elvtr. The structure is to be 30x120 ft., and will be equipped with up-to-date machinery for cleaning and loading beans. The Pere Marquette railroad has planned to build a siding near the elvtr.

Harbor Beach, Mich.—The Farmers Co-op. Elvtr. Co. recently sold its elvtr. to the Bad Axe Grain Co. It is reported that the elvtr. will be remodeled and put in first class condition.

Fowler, Mich.—Robbers recently entered the elvtr. of Farmers Co-op. Co. left without doing any damage, but took 21 cents. A hole had been bored in the strong box to put in an explosive.

Midland, Mich.—The Orr Bean & Grain Co. has had a number of improvements made on its property. The curbing and sidewalk have been rebuilt and the surrounding ground has been filled and graded.

Marine City, Mich.—The Farmers Co-op. Elvtr. Co. has asked permission to increase its capital stock. The company plans to add to its buildings and equipment. An increase of \$20,000 is asked, this will make \$40,000 the total amount.

Oakley, Mich.—L. C. Hall's elvtr. with all of its contents was recently burned. As the town has no fire protection little could be done to save the building. It is suspected that the fire was started by an incendiary. About 800 bus. of new wheat burned.

## MINNESOTA

Glyndon, Minn.—P. J. Thompson is now agent for the Monarch Elvtr. Co.

Dawson, Minn.—A. O. Waterud recently opened T. S. Thorson's grain elvtr.

Lamberton, Minn.—The Eagle Roller Mill Co. recently installed a truck dump.

Farwell, Minn.—The Farwell Farmers Elvtr. Co. has decided to open its elvtr. soon.

Duluth, Minn.—Wm. Grettum is now traveling representative of the McQuire-Haley Co.

Delano, Minn.—The Farmers Elvtr. Co. will clear up the indebtedness and go out of business.

Winger, Minn.—We have built a flour shed at our elvtr.—Winger Farmers Elvtr. & Mercantile Co.

Okabena, Minn.—I am here to operate the Farmers Co-op. Elvtr. Co.'s elvtr.—J. G. Van Rossum, agent.

Minneapolis, Minn.—R. F. Nicolai was elected pres. of Bartlett-Frazier Co. to succeed the late W. B. Parsons.

New Ulm, Minn.—The Eagle Roller Mill Co. announces the election of H. L. Beechers as pres. and general mgr.

Silver Lake, Minn.—The elvtr., which the Victoria Elvtr. Co. is building here is to be completed for the 1924 crop.

Minneota, Minn.—The Dahl Elvtr. Co. has installed a new dump on a Fairbanks Scale. T. E. Ibberson Co. did the work.

Red Lake Falls, Minn.—The elvtr. of the Red Lake Falls Milling Co. was struck by lightning Aug. 4 causing heavy damage.

Pipestone, Minn.—H. M. Demaray elvtr., also known as the Tobias elvtr., has been taken over by M. O. Peterson and M. Anderson.

Morton, Minn.—We have repainted our elvtr. here and are overhauling it as well as the office building.—Farmers Co-op. Grain Co.

Minneapolis, Minn.—Geo. Gackle of the Gackle Grain Co. and member of the Chamber of Commerce, died while driving his car home Aug. 18.

Houston, Minn.—D. A. Tiffany of Money Creek recently bot the elvtr. of the Houston Farmers Co-op. Elvtr. Co. at public auction for \$6,500.

Dodge Center, Minn.—The Christenson Elvtr. Co. of Kasson recently bot the Dodge Center Elvtr. Co.'s elvtr. here and has taken possession.

Rush City, Minn.—Mail addressed to the superintendent of the Diefenbach-Prina Milling & Grain Co. has been returned marked "Gone, left no address."



Minneapolis, Minn.—Harry C. Olson, formerly wheat buyer for the Capitol City Milling Co. of St. Paul, is again associated with the Johnson-Olson Co.

Henning, Minn.—The Benson Quinn Co. of Minneapolis recently bot A. M. Nelson's elvtr. here. Mr. Nelson bot the elvtr. from the farmers a short time ago.

Hutchinson, Minn.—The Pacific Elvtr., which was closed for two weeks, has been reopened after being reorganized and is now known as the Pacific Grain Co. Dan Braun is mgr.

Appleton, Minn.—Hagen & Son's elvtr. was recently struck by lightning and completely destroyed, together with 6,000 bus. of grain. The owners have bot another elvtr. in this city. Insured.

Melrose, Minn.—We have purchased the National Elvtr. here and are conducting a general elvtr. and feed business.—J. Borgerding & Co. It was erroneously reported that Huntemer & Borgerding had bot the elvtr.

Canby, Minn.—The Farmers Elvtr. & Supply Co. will repair its elvtr. and install new legs, new motor power, link belt chain drives and a Strong-Scott Dump on a 10-ton Howe Scale. T. E. Ibberson Co. will do the work.

Cambridge, Minn.—The Olson Market have leased the grain elvtr. and buildings, which were until recently operated by the Cambridge Co-op. Produce Co. The elvtr. is now open for business.

Zumbrot, Minn.—A Farmers Elvtr. Co. was recently formed here and enuf stock was subscribed to insure success to the company. A permanent board of directors will soon be elected to replace the temporary board. N. P. Nesseth of Red Wing has been elected mgr.

Canby, Minn.—The Farmers Grain Co., which operates two elvtrs., is having repairs made and installing two Strong-Scott Dumps, one on a Fairbanks Scale and the other on a Howe Scale, and new legs. The cupola is being rebuilt. T. E. Ibberson Co. has the contract.

Deer Creek, Minn.—Otto F. Nelson has secured the old mill to store grain temporarily and will install a conveyor and loading platform on the old elvtr. site. It is said that the mill will be moved to old elvtr. site and will be overhauled to use as an elvtr. and probably a feed mill.

Minneapolis, Minn.—The U. S. Grain Growers Sales Co.'s privileges of corporate membership in the Chamber of Commerce have, at the company's request, been rescinded. The privileges of the R. B. McLean Grain Co. have been rescinded on account of transfer of membership. The North Dakota Wheat Growers Ass'n and W. A. Poehler were granted privileges.

Minneapolis, Minn.—The following memberships in the Chamber of Commerce have been transferred: from R. B. McClean to H. C. Whitten, from Chas. C. Zinn to Wm. H. Harter, F. L. Mattson to Arney T. Fortney, E. R. Barber, Jr., to Walter E. Johnson, Douglas C. Moore to Lester F. Ingold, Kent H. Powers to Russell G. Powers, Wm. Fulton to Paul M. Marshall, J. B. Cooper to Julius Hendel.

## MISSOURI

Morehouse, Mo.—We are not in the grain business any more.—Morehouse Grain & Supply Co.

Craig, Mo.—The elvtr. of Brownfield & Teare burned Aug. 9, starting in the cob room about 11 a. m. The loss includes 30,000 bus. of wheat, corn and oats. Partially insured.—P. J. P.

St. Joseph, Mo.—H. E. Dixon will represent the Taylor-Lightner Grain Co. in the country, E. C. Roberts will represent the St. Joseph Public Elvtr. Co., and Otto Moritz will represent the Interstate Grain Co.

Ewing, Mo.—The Farmers Elvtr. & Exchange Co. will rebuild the elvtr. recently destroyed by fire. The house will be 15,000 bus. cribbed with steel siding and roofing. A concrete power house will also be built. The equipment will include a 10-h.p. Fairbanks-Morse Engine, 5-bu. Richardson Scale, one leg, truck dump, and a cleaner. R. M. Van Ness Construction Co. has the contract.

Springfield, Mo.—R. E. Laughlin and W. W. Coover bot the Mill street plant of the Interstate Milling Co., and have opened it for business under the name of the Middle States Milling Co. The assets of the Interstate Milling Co. were transferred to John E. Cahill, special deputy commissioner of finance in charge of the Holland bank, several weeks ago for the benefit of the creditors. The officers of the new company are, R. F. Laughlin, pres.; B. F. Bain, vice-pres.; and W. W. Coover, sec'y-treas.—P. J. P.

Glasgow, Mo.—It is reported that the Glasgow Milling Co. will probably liquidate its assets instead of rebuilding the 500-bbl. plant which burned July 2. An attempt will then be made to organize a new company for the purpose of building a flour mill, using the 200,000 bus. of grain storage and the large warehouses of the former plant. In the event that the latter plan fails, several of those interested in the old company will take over the assets, operate the elvtr., and act as jobbers of flour in central Missouri.

## KANSAS CITY LETTER.

C. V. Fisher is now connected with the milling wheat department of the Lathrop-Marshall Grain Co.

On account of the death of the pres., J. F. Parker, the Parker Corn Co. will be dissolved by C. H. Manning, sec'y of the company.

Wm. C. Dilts of the old firm of Dilts & Morgan, has opened an office here where he will conduct a general grain brokerage business.

Earl Wallingford of the Wallingford Bros. Grain Co. recently bot the membership of E. E. Roahen, who died more than a year ago. The price paid was \$8,000, including the transfer fee.

The proposed new plant of the Rosedale Milling Co. will be of reinforced concrete and of 1,000-bbbls. capacity. The cornmeal and the wheat flour units will each have a daily output of 500-bbbls.

Goffe & Carkener, Inc., were recently fined \$500 by the directors of the Board of Trade, for an infraction of the rules governing advertising. The Board of Trade prohibits all members from soliciting consignments of grain, or other business, thru distribution of advertising in any form. Goffe & Carkener were alleged to have circulated computing tables showing the value of various grains at a given price.—P. J. P.

## MONTANA

Bainville, Mont.—The elvtr. of the Fairview Mill Co. was damaged by lightning Aug. 1.

Buffalo, Mont.—A. Lewis succeeded A. D. Skinner as mgr. of the Equity Co-op. Ass'n Aug. 7.

Hobson, Mont.—The Judith Milling Co. recently bot the property of the defunct McCall-Webster Co.

Beaverton, Mont.—Norman Moulton has been appointed mgr. of the St. Anthony & Dakota Elvtr. Co.'s elvtr.

Hoosac, Mont.—J. H. Koch has succeeded John Bufka as mgr. of the Gallatin Valley Milling Co.'s elvtr. here.

Baker, Mont.—Warren White has been appointed mgr. of the Columbia Elvtr. Co.'s elvtr. succeeding Edward Carey who died recently.

Oswego, Mont.—E. W. Scott, formerly mgr. of the Montana Central Elvtr. Co.'s elvtr. at Pablo, is now mgr. of that company's elvtr. here.

Melstone, Mont.—The Melstone Co-op. Grain Co., which has been closed since Nov. 11, 1923, has recently been reopened. G. L. Emminger is mgr.

Great Falls, Mont.—We are building a modern 35,000 bu. capacity elevator to replace the one that burned July 14.—Rocky Mountain Elvtr. Co.

Hysham, Mont.—The 25,000-bu. elvtr. built by the Devereaux Grain Co. and leased by Strauss & Co. of Portland, Ore., will be completed this week.—Strauss & Co.

Denton, Mont.—Phil Lezle, who has been mgr. of the Gallatin Valley Milling Co.'s elvtr. will be succeeded by John Bufka. Mr. Lezle will be traveling representative for the firm.

Fromberg, Mont.—The Occident Elvtr. Co. will build a new 25,000-bu. elvtr. to replace the one burned in June. The house will be equipped with up-to-date machinery and is to be completed by September.

Great Falls, Mont.—The Rocky Mountain Elvtr. Co. has started construction on a 25,000-bu. frame elvtr. and is to be ready to receive grain by Sept. 1. The elvtr. replaces the one burned July 14, and is being built on the same site. T. J. Solom is contractor.

## NEBRASKA

Tobias, Neb.—E. S. Welch has purchased the H. G. Otto elvtr.

Potter, Neb.—The Farmers Union Trading Co. is out of business.

Swanton, Neb.—F. J. Sukovaty is successor to Sukovaty & Sukovaty.

Shubert, Neb.—Steadman & Evans have built coal bins.—R. A. Heacock Co.

Osmond, Neb.—The Farmers Elvtr. Co. is covering its elvtr. with steel siding.

North Auburn (Auburn p. o.) Neb.—J. E. Clark recently bot the Coryell & Son's elvtr.

Omaha, Neb.—M. Witzenberg is a traveling representative of the National Grain Com. Co.

South Minden, Neb.—We are successors to the Minden Mill & Elvtr. Co.—Minden Milling Co.

Belgrade, Neb.—The T. B. Hord Grain Co. will rebuild the elvtr. recently destroyed by fire.

Brady, Neb.—The Leflang Grain Co. of Kearney has leased the Farmers Co-op. Ass'n's elvtr.

Thompson, Neb.—We are remodeling our elvtr. and scales.—Farmers Union Co-op. Ass'n.

Milford, Neb.—John Jarett has purchased the elvtr. formerly operated by the Welch Grain Co.

Lyons, Neb.—J. E. Jenkins has succeeded G. U. Young as mgr. of the Farmers Co-op. Elvtr. Co.—J. E. Jenkins.

Blue Springs, Neb.—L. O. Ruyle is now mgr. of our elvtr. succeeding M. Witzenberg.—Farmers Union Co-op. Co.

Lincoln, Neb.—The Ewart Grain Co. went out of business June 1. The elvtr. has been leased to the Lincoln Grain Co.

Omaha, Neb.—A. W. Stockham, formerly with the Rosenbaum Grain Co. here is now with the E. Stockham Grain Co.

Orleans, Neb.—Frank H. Stout, mgr. of the Orleans, Neb., Mills, died July 29. Mr. Stout sold milling equipment for many years.

Superior, Neb.—The Superior Valley Elvtr. Co. has been incorporated; capital stock, \$10,000; F. L. Meyers is pres. and F. H. Stubbs is sec'y.

Kearney, Neb.—The Leflang-Rankin Co. is making rapid progress in its preparations for doing a large business with its elvtrs. and the mill. D. P. Rankin is mgr. of the Kearney Flour Mills under the new Leflang-Rankin Co.



Omaha, Neb.—The Omaha Grain Exchange will install equipment for a complete protein laboratory to determine the quality of all kinds of grain by chemical analysis.

Fremont, Neb.—It is reported that the business men of Fremont have organized a company to take over the property of the Fremont Milling Co. It consists of two units, one of 250-bbls. capacity connected with an elvtr. of 25,000-bu. capacity, and a 500-bbl. unit.

## NEW ENGLAND

Clinton, Mass.—The part of the storehouse, which burned July 4, has been repaired.—Wallace Grain Co.

Spotswood, N. J.—The mill and warehouse of the Spotswood Grain & Feed Co. burned Aug. 10 early in the evening. Partially insured.

Jersey City, N. J.—Carscallen & Cassidy, large handlers of grain and hay in eastern territory now occupy a large building fully equipped with modern machinery and labor saving devices.

Boston, Mass.—The North Atlantic Grain Co. has recently been organized and incorporated; capital stock, \$200,000. It will conduct the export grain business formerly conducted by C. F. & G. W. Eddy. The Eddy Company voluntarily retired from business owing to the unfavorable outlook for the export grain trade. N. M. Paterson of Fort William, Winnipeg, is chairman of the board of directors and Chas. Varga, formerly export mgr. for the Eddy Company is pres. and managing director. C. Duthie-Strachem is pres. and Max L. Sand is treas.

## NEW YORK

New York, N. Y.—The Federal Commission Co. has gone out of business.

New York, N. Y.—The firm of Ramey, Danforth & Yaeger has gone out of business.

New York, N. Y.—A. D. Braham Co. has discontinued its grain business for the present.

New York, N. Y.—E. F. Rosenbaum, vice pres. of the new grain marketing company, will be in charge of the exports with offices here.

Holley, N. Y.—The Holley Produce Co., Inc., has been incorporated; capital stock, \$10,000. John H. Ryan, Wm. G. Dailey and Robert G. Hogan are interested in the firm. A grain business will be conducted.

New York, N. Y.—Chas. Anhalt is now conducting a business of his own as a receiver of hay and grain. He was mgr. of the hay department of the Buckwheat, Feed & Grain Corporation, until the concern dissolved.

Buffalo, N. Y.—The Washburn-Crosby Co. will soon start construction of a new 25,000-bu. addition to its grain storage houses on the Blackwell Ship Canal. It is to be two stories high and will be built of steel and concrete and is to be finished early in the fall.

Groveland, N. Y.—Wm. A. Wheeler, special master in the equity receivership proceedings of the Orrin C. Lake and Helen M. Lake, trading as Ewart & Lake, grain and feed merchants, holds that the individuals to whom legacies were left by the late Geo. S. Ewart, are entitled to preference over all other creditors of the business.

New York, N. Y.—The Grain Marketing Co. will be represented on the Produce Exchange by F. J. Chandler, Jacob Ostrowsky, Edgerton Merrill, G. W. Schilcotte and W. S. Dooner. This is the new farmers elvtr. organization and the representatives mentioned are former employees of the Armour Grain Co. and the Rosenbaum Grain Corporation.

## NORTH DAKOTA

Grand Forks, N. D.—John Nelson of Northwood has accepted a position with the State Mill & Elvtr. Ass'n here.—Carter Pendergast.

Ypsilanti, N. D.—I am now mgr. of the Ypsilanti Equity Elvtr. Co.—Elmer L. Evans.

Fleece, N. D.—Hartwell B. Burner will be in charge of the Monarch Elvtr. Co.'s elvtr. here.

Zahl, N. D.—Lightning caused heavy damage to the elvtr. of the Occident Elvtr. Co., Aug. 1.

Lithia (R. F. D. Christine) N. D.—Albert Erickson is the new agent for the National Elvtr. Co.

Watford City, N. D.—The Farmers Co-op. Elvtr. Co. will erect an 8000-bu. addition to its elvtr. here.

Fairmount, N. D.—The Victoria Elvtr. Co. has leased the elvtr. here and will open it for business soon.

Washburn, N. D.—The Independent Elvtr. Co. is having extensive improvements made on its elvtr. here.

Bowbells, N. D.—A. C. Wiper has let a contract to rebuild the elvtr. on the same site as the one burned.

Columbus, N. D.—B. A. Enochson has succeeded W. H. Greer as mgr. of the Occident Elvtr. Co.'s elvtr. here.

Fullerton, N. D.—The elvtr. of the Minnekota Elvtr. Co. is being repaired. T. E. Ibberson Co. has the contract.

Loraine, N. D.—The elvtr. of the Hurley Farmers Elvtr. Co. was slightly damaged by lightning July 26, at night.

Lone Tree, N. D.—Harry Sparrow is now buying for the Farmers Elvtr. Co. here.—Carter Pendergast, Northwood, N. D.

Mooreton, N. D.—The elvtr. of the Farmers Elvtr. Co. is being repaired and repainted. T. E. Ibberson Co. has the contract.

Bartlett, N. D.—I have bot the O. T. Simons Independent Elvtr. at this place and will operate under my own name.—A. M. Enney, Parkdale, Ore.

Judson, N. D.—The Bingenheimer Mercantile Co. recently rented its elvtr. here to an elvtr. company of Jamestown. R. D. Ogleive will be mgr.

Blabon, N. D.—The Blabon Elvtr. Co. has been incorporated; capital stock, \$25,000; incorporators, J. C. Miller, Chas. Chalmers, L. E. Sell and Martin Rieder.

Pillsbury, N. D.—The Pillsbury Grain Co. has been incorporated; capital stock, \$25,000; incorporators, Carlisle Hastings, Warren F. Starkey and Chas. Tedholm.

Stevenson (Wahpeton P. O.) N. D.—Milo Billings of Wahpeton bot the elvtr. here and is repairing it and installing new machinery. The elvtr. has not been used for several years.

Clement, N. D.—The Minnekota Elvtr. Co. is wrecking the elvtr. which it has been operating, and the company will move to another place. The T. E. Ibberson Co. is doing the work.

Ryder, N. D.—The elvtr. which we are now building will have 22 bins, a double leg, disc cleaner, automatic scale in cupola and has 30,000 bu. capacity and is iron clad.—Farmers Equity Elvtr. Co.

Portland Junction (Mayville P. O.), N. D.—The name of the new firm which succeeded us here is the Portland Junction Grain Co. The farmers are stockholders and N. C. Norgaard is mgr. and buyer.—Hatton Farmers Elvtr. Co.

Fairmount, N. D.—We have leased the mill, the elvtr. is in operation now. John Turback owns the only other house in town.—Acme Grain Co., J. G. Leathart, agent. It is probably the mill of the Osceola Mill & Elvtr. Co., which is referred to.

Van Hook, N. D.—P. M. Shelfvland recently sold his interest in the Reservation Grain Co. He was appointed a director when the company was formed but it is said that he sold his interests when the company decided to operate an elvtr.

Abercrombie, N. D.—M. F. Luick was elected mgr. of the Farmers Elvtr. Co. He was formerly employed at the National Elvtr. at Lithia (Christine p. o.), N. D. We are installing a 5-h.p. electric motor to use for the cleaner and also on the leg in case of emergency, and electric lights.—Farmers Elvtr. Co.

Northwood, N. D.—Theo. Odegard of Gwiner, N. D., is the new buyer for the Andrews Grain Co., succeeding Hans Thorstenson. The Great Western Grain Co. has just completed a 250-ton coal shed. Wm. Lee of Watertown, S. D., is the new buyer for the Great Western Grain Co.'s elvtr. here, succeeding John Nelson.—Carter Pendergast.

Northwood, N. D.—We have just completed a 20,000-bu. annex, bringing our capacity to 30,000 and also had some repair work done. T. E. Ibberson Co. did the work. A new Carter disc grain cleaner has been ordered. Vern Pendergast is the new buyer for the Cargill Elvtr. Co., succeeding Harry Sparrow.—Carter E. Pendergast, mgr. Northwood Equity Co.

Kongsberg, N. D.—I am now manager for the new Minnekota elvtr. At present the Minnekota and the Independent Elvtr. Co. (a farmer's house) operate at this station. There are prospects of a third buyer, a Mr. Carl Olson, who intends to operate a flat house on the site of the old Kongsberg Grain Co.'s elvtr., which fire destroyed a year ago last June 18th. Mr. Olson was mgr. for this latter firm.—Walter Schmidt.

Grand Forks, N. D.—K. C. Nelson, sec'y of the board of managers of the North Dakota state terminal elvtr. here, fearing that the elvtr. would lose its federal license, appealed to Attorney General Shafer for legal interpretation of the powers and duties of agencies dealing with the state milling and elvtr. industry. Mr. Shafer held that the board of mgrs. has power to supervise the entire milling and elvtr. business, separately and jointly. The federal warehouse act states that where capital stock of a concern does not amount to 10 cents per bu. of the rated elvtr. capacity, the company must furnish either cash bond or make up the difference. Surety bond has been demanded by the federal government as the present capital stock of the elvtr. is only \$800,000; but the surety companies have refused to write a bond.

## OHIO

Rimer, O.—Ed Redding is local mgr. The elvtr. is now undergoing repairs.—Raabe Bros.

Toledo, O.—The warehouse of Chatterton & Son was slightly damaged by the windstorm Aug. 8.

Defiance, O.—Henry J. Smith, grain merchant for more than 40 years, died recently. He retired about ten years ago.

Bryan, O.—H. G. Prottinger recently bot the plant of the Evansport Milling Co. and will have the flour mill ready for operation soon.

Toledo, O.—Geo. Woodman will continue as mgr. of the Rosenbaum B. & O. elvtr., which has been taken over by the new grain marketing company.

Baltimore, O.—B. M. Stephens, while working for an electrical contractor at the B. & O. grain elvtr., fell headfirst from a platform 35 ft. from the ground and was killed.

Shelby, O.—Mail addressed to the superintendent of the United Mills Corp. Elvtr., successor to the Grafton Milling & Grain Co., has been returned marked "Out of business."

Unionville Center, O.—Heenan Hall's elvtr. together with 2,000 bus. of wheat, 3,000 bus. of oats and a carload of wheat, burned Aug. 10. The fire is said to have been caused by a hot box.

Woodville, O.—We will build a 15,000-bu. elvtr. here and will be ready to let the contract in a few days.—The Luckey Farmers Exchange Co. A later report states that the contract was let to the Reliance Const. Co.



The annual picnic of northwestern Ohio elvtr. managers will be held at Deshler Sept. 1. Following the picnic dinner and program the managers will inspect the new Deshler elvtr. now nearing completion. The regular meeting of the ass'n will be held in the evening.

## OKLAHOMA

Wakita, Okla.—I am mgr. of the Farmers Co-op. Elvtr. Co. at present.—Don C. Sheckler.

Davis, Okla.—Scott Sparks, Wm. Sparks and W. W. Short have established a grain business here.

Oklahoma City, Okla.—The R. H. Conyers Grain Co. has been incorporated; capital stock, \$5,000; incorporators, R. H. Conyers, D. J. Rutledge and S. M. Conyers.

Geary, Okla.—A contract is to be let soon for the remodeling of our North elvtr. The capacity will be increased, a warehouse added and a new cleaner, truck dump and scales will be installed.—Zobisch Grain Co.

Kiowa, Okla.—The Public Service Gin & Elvtr. Co. is still in operation and is at present owned by R. W. Vaughan and H. H. Sherrill. They are making various improvements on their buildings.—H. H. Derington.

South Coffeyville, Okla.—The Nowata County Farmers Co-op. Ass'n is no longer operating the Jameson Elvtr., which they bot in 1920. There is only one elvtr. here. We bot back the elvtr. we sold to the Farmers Ass'n and are operating it under the firm name "Jameson Elvtr. Co." T. F. Jameson is in charge.—Jameson Elvtr. Co.

Chattanooga, Okla.—I am now rebuilding the elvtr. destroyed by fire July 14. The new house will have 10,000 bus. capacity. I am installing Fairbanks-Morse Engine, cleaner, Richardson Automatic Scale (4-bu.), air car loader, manlift, air dumps, 12-inch belt and 11-inch elvtr. cups. All bearings in the elvtr. are roller. It is iron clad outside.—P. A. Cope.

Cherokee, Okla.—The Farmers Elvtr. is a new corporation which recently took over the assets of the old Farmers Federation sold at auction. The new company has assumed the indebtedness of the old company. Orville Pfeiffer is mgr. The assets of the company amounted to about \$37,000 and included the elvtrs. at Daley and this city. A. T. Bernard is pres. and Pete Stein is sec'y.

■ and Pete Stein is sec'y.

## OREGON

Harrisburg, Ore.—The Harrisburg Grain & Elvtr. Co. has installed a grain and seed cleaner.

Portland, Ore.—Bulk loading machinery is being installed on the Albina grain dock of Kerr, Gifford & Co., Inc., and should be ready for use by Sept. 1. The dock will have a spout capacity of 400 tons an hour.

## PENNSYLVANIA

Elkland, Pa.—The plant of the Elkland Mill & Elvtr. Co. resumed operations Aug. 1. Extensive improvements are contemplated.

Philadelphia, Pa.—The plant of the Pennsylvania Grain & Feed Co. was badly damaged by fire Aug. 16, early in the morning. The fire started on the top floor. Five carloads of grain were soaked from the 12 lines of hose.

## SOUTHEAST

Moultrie, Ga.—The elvtr. of the Moultrie Mill & Elvtr. Co., which has been closed for a year, will be reopened.

Camden, Ala.—Glenn and Will Liddell will erect a grist mill in connection with a 100-h.p. cotton gin and a 10-ton ice plant.—P. J. P.

Port Richmond, Va.—Plans for the elvtr. of the Philadelphia & Reading have practically been completed and construction is to begin this month.

Augusta, Ga.—Fire recently damaged the plant of the Clarke Milling Co. It started in the wheel room where the transmission machinery is kept. The flour and grain storehouses were not injured.

Greenville, S. C.—A. C. Walker, Inc., has been incorporated; capital stock, \$300,000; A. C. Walker is pres. and E. H. Walker is vice-pres. The company will conduct a general grain brokerage business.

Newport News, Va.—Walter S. Upshur, general superintendent of the Chesapeake & Ohio Grain Elvtr. Co., died recently. Mr. Upshur was pres. of the Chamber of Commerce in 1907 and had been associated with the C. & O. since 1870.

Mobile, Ala.—The McMillian & Harrison Grain Co., Inc., has been incorporated; capital stock, \$50,000; incorporators, C. L. Waller, Mamie A. Waller and V. C. Gay. The company will conduct a general grain and feed business.—P. J. P.

Attalla, Ala.—It is expected that the plant of Alabama Mill & Grain Co., which burned recently, will be rebuilt. The warehouse containing \$12,000 worth of manufactured material, a carload of flour and meal, which had just been loaded for shipment, were destroyed.

New Orleans, La.—Ludwig Eisemann recently bot the interests of the late Karl Neumond in the firm K. & E. Neumond, Inc. The firm will be known as Eisemann & Co., Inc., and will maintain offices in the Whitney-Central building here, in the Produce Exchange, New York City, and in San Juan, Porto Rico. Mr. Eisemann has been mgr. of K. & E. Neumond's office for the past 17 years.

## SOUTH DAKOTA

Huron, S. D.—We have built a new office.—Farmers Co-op. Ass'n.

Scotland, S. D.—The King Grain Co. has leased the Wheeler elvtr.

Verdon, S. D.—The elvtr. of the Verdon Grain Co. is being repaired.

Sturgis, S. D.—The Rapid River Milling Co. recently opened its elvtr. here.

McKain, S. D. (Elkton P. O.).—Foreman & Karstens have an elevator here.

Canton, S. D.—I have installed lightning rods on my elvtr.—W. C. Gemmill.

Turton, S. D.—H. O. Ewing is mgr. of the Farmers Elvtr. Co., succeeding D. L. Lytle.

Eureka, S. D.—The Eureka Equity Exchange recently installed a new large cleaner.

Kampeska, S. D.—We have put in a new leg and repaired the driveway.—Farmers Elvtr. Co.

Corona, S. D.—Tom Lambert has succeeded Wm. Smit as mgr. of the Empire Elvtr. Co.'s elvtr. here.

Parker, S. D.—A. H. Betts has let a contract to the Younglove Construction Co. to build an elvtr. here.

Wessington Springs, S. D.—The plant of the Farmers Elvtr. Co., which was blown down June 14, is being rebuilt.

Kimball, S. D.—Anton Burian recently bot the property of the Farmers Co-op. Union Elvtr. Co. at auction for \$14,100.

Loomis, S. D.—A. H. Betts will build an addition to his elvtr. The contract has been let to the Younglove Construction Co.

Wasta, S. D.—The Tri-State Milling Co. has bot the Elm Springs-Wasta Elvtr. and has taken possession. Harve Dowling is mgr.

Bryant, S. D.—H. L. Stearns has bot the Merchants Elvtr. Co.'s elvtr. here and will operate under the name of the Independent Elvtr.

Grenville, S. D.—E. S. Woodworth & Co. of Minneapolis recently bot the elvtr. and business of the Block Grain & Fuel Co. and has taken possession. The Block Bros. will give their undivided attention to their farm interests.

Burton (Mitchell p. o.), S. D.—The Bettel Grain Co. of Mitchell is building a 25,000-bu. up-to-date elvtr.—Farmers Elvtr. Co., Mt. Vernon, S. D.

Parker, S. D.—Dailey & Howdle are building a new elvtr. to take the place of the one burned in February.—Farmers Union Elvtr. Co., O. P. Van Dewater, mgr.

Bryant, S. D.—Harry Stearns has bot the former Rice and Chapman elvtr. from Gunder Lunde. Mr. Lunde recently bot the elvtr. from the Merchants Elvtr. Co. of Minneapolis.

Herrick, S. D.—J. T. Scroggs of Sioux City, Ia., bot the Farmers Elvtr. Co.'s elvtr. The elvtr. was formerly owned by the Farmers Co-op. Grain & Live Stock Ass'n, and A. Zorba succeeded.

Lowry, S. D.—We have made minor repairs on our elvtr. L. B. Geisler of Aberdeen, S. D. has leased the International Elvtr. Co.'s elvtr. for the coming season. Ed. Running is in charge. Minor repairs are being made.—Farmers Exchange.

Blunt, S. D.—The Younglove Construction Co. has just completed a 19,000-bu. house to take the place of the one blown down by the recent tornado. A new dump and a 10-ton Fairbanks Scale have been installed. They started work on the new house July 22, and with a crew of nine men finished on Aug. 15. They also put on 37½ ft. of cribbing. The Vandusen Co. (operating as the Atlas Elvtr. Co.) is building a new house, which will be finished this week.—W. H. Persson.

## TEXAS

Robstown, Tex.—The Sheppard Grain Co. of Corpus Christi, has erected a galvanized iron building.

Fort Worth, Tex.—Killough Smith, who has been connected with the grain department of the G. B. R. Smith Milling Co., Sherman, Tex., has been appointed mgr. of the new Elvtr. of the Kimball Milling Co.

Perryton, Tex.—The Perryton Equity Exchange has been incorporated; capital stock, \$100,000; incorporators, F. P. Rogers, J. H. Norwood and John N. Stump. The exchange will operate gins and elvtrs.

Dallas, Tex.—The concrete elvtr. head house of the W. J. Lawther Mills is almost finished and a frame mill building 16x34 ft., four stories high and basement has been started. The addition will be a large feed mixing plant and is to be ready for operation Nov. 1. The Jones-Hettelsater Construction Co. has the contract.

San Antonio, Tex.—The elvtr. and head house of Liberty Mills are finished and part of the machinery is installed. Grain will be received by Sept. 1. Work has been started on eight concrete tanks and an old frame head house will be torn down. The entire construction and remodeling is to be finished Oct. 15. The capacity will be 250,000 bus. The Jones-Hettelsater Construction Co., has the contract.

Van Alstyne, Tex.—We were in the grain business until June, 1918, when we sold our elvtr. plant and warehouse to the Garver-Sales Elvtr. Co. and retired from the grain business. The Garver company continued in the grain business until June, 1924, when we re-purchased the plant, incorporated and resumed business with the same stockholders as in 1915. We have about 20,000 bus. bulk grain storage capacity in connection with the elvtr., and a warehouse with 75,000 bus. capacity of sacked grain. We also have a corn shelling plant.—Taylor Grain Co.

## TENNESSEE

Franklin, Tenn.—The S. M. Fleming Grain Co. suffered a loss estimated at \$25,000 when 2 of its 3 grain warehouses were destroyed by fire recently. They were partially insured. The firm plans to rebuild.



Nashville, Tenn.—The Southland Mill & Elvtr. Co. has been reorganized and is under the management of Messrs. Stutson Smith, who was formerly sales mgr. of the firm, and W. L. Jones, who has been with S. S. Kerr for the past four years.

Union City, Tenn.—Fire recently destroyed the main building of the Motlow Milling Co., formerly the Dahnke Walker Milling Co. Fire was first discovered after the noon hour on the fourth floor. The machinery was also destroyed. Very little grain was stored in the building. Partly insured.—P. J. P.

## UTAH

Salt Lake City, Utah.—The Empire Sales Agency, which was recently incorporated, was organized by Earl Combs who was formerly with the Utah Grain Buyers' Ass'n, and Frank Bates, who was with Allred-Beckett Co.

## WASHINGTON

Moody, Wash.—Fred Arlt is now mgr. of the Milwaukee Grain Co.'s warehouse here.

Lauer, Wash.—Emil Hoefel was recently appointed mgr. of the Milwaukee Grain Co.'s warehouse here.

Seattle, Wash.—The Fisher Flour Mills recently took over 20 plants of the McDonald Grain Co. in eastern Washington.

Seattle, Wash.—W. J. McDonald, former pres. of the Macdonald Grain Co., recently organized the W. J. Macdonald Co., and will conduct a general grain business.

Ellensburg, Wash.—H. K. Robbins, who has been with the McDonald Grain Co. for the past four years, will be connected with Morrison-Kleinberg Co.

Ellensburg, Wash.—Offices, warehouses and plants of the C. R. McDonald Grain Co. were recently taken over by the White Dulaney Co. of Spokane and Seattle.

Seattle, Wash.—The Milwaukee Grain Elvtr. Co. recently bot the McDonald Grain Co.'s line of 12 warehouses at Marlin, Ephrata, Quincy, Bruce, Wheeler, Waterville, Mansfield, Allison and Withrow.

Palouse, Wash.—We are building a warehouse, 40x100 ft. and a feed mill 30x30 with bulk grain capacity 15,000-bus, and installing a barley roll, a scourer, cracking machine and an attrition grinder. The company was incorporated July 1 for \$30,000.—A. J. Webster Co.

Seattle, Wash.—The traffic department of the port of Seattle will operate the Hanford street elvtrs. which the Bunge Western Grain Corporation has been operating on a tonnage basis. Two large grain washers will be installed. The Stacy street warehouse will be reroofed.

## WISCONSIN

Waupun, Wis.—Stoddart Bros. have sold their elvtr. to the Farmers Grain Co.

Lodi, Wis.—The Lodi Rolling Mills have started to build a large new warehouse. It is to be equipped with up-to-date machinery.

Milwaukee, Wis.—P. C. Kamm Co.'s elvtr. has recently been overhauled. The improvements include, two legs complete with conveyors, buckets and upper conveyor belt.

Watertown, Wis.—The old Buchholz malt house, which the Fleischmann Malting Co. bot several months ago, is being improved. The plant was at one time owned by the American Malting Co., and more recently by H. L. Goemann.

Green Bay, Wis.—The Green Bay & Western Railway has let the contract to James Stewart & Co. to erect a 420,000-bu. reinforced concrete storage annex to its elvtr. here. The Cargill Grain Co. will operate the house as heretofore.

## Getting Power From the Wind.

The millers of East Prussia, Germany, where wind power is still of considerable importance, are turning to a new windmill to gather power from the winds that sweep the plains of Central Europe. An immense four-bladed propeller, of the airship type, is mounted on a slender-looking tower with a revolving cap to which the propeller is attached. The cap and shafting is mounted on ball bearings. The blades will start from rest with a 5-mile an hour wind and keep running, delivering 1 h.p. with a breeze of 3½ miles per hour. The machinery will deliver 40 h.p. in a moderate draft and more in a strong wind. Flaps fitted to the wooden propeller blades fly outward when the speed becomes too great, and cause eddies in the air which reduces the propeller's response to the wind.

## Mineral Supplements for Live Stock.

Calcium, phosphorus, sodium, chlorin, and iodine are the only minerals in which farm rations may be deficient, according to Circular No. 281, University of Illinois Agricultural College and Experiment Station. The need of iodine is evidently restricted to certain localities and to pregnant females, or young, growing animals. General use of it in mineral mixtures is neither necessary nor advisable.

Calcium is readily provided in high-grade limestone, preferably containing only small amounts of magnesium; in bone meal, preferably steamed, or spent bone black; in wood ashes; in rock phosphate or acid phosphate; and in slaked lime. Experiments conducted by Dr. E. B. Forbes at the Ohio Agricultural Experiment Station prove high-grade limestone, or commercial preparations of calcium carbonate and steamed bone meal as particularly recommendable. The phosphorus in steamed bone meal is in a form readily assimilated. Sodium and chlorin are found in common salt which stock finds palatable. Iodine can be furnished as potassium or sodium iodid, the latter being the cheaper source.

Ground limestone or wood ashes and salt supplements calcium deficiencies satisfactorily, but such a mixture contains only small amounts of phosphorus. Some form of calcium phosphate should be used, particularly for dairy cows and growing animals subsisting mainly on pastures grown on non-fertile soil. Equal parts of steamed bone meal and salt, mixed together, will supply both calcium and phosphorus in readily available form.

In the localities where goitre, or hairless young animals, have been experienced, small amounts of potassium iodid, or sodium iodid, added to the water, or grain mixture, of pregnant and young growing animals should prove beneficial. Care should be taken as iodids in large amounts may prove poisonous.

When rations contain considerable amounts of feeds rich in calcium or phosphorus, mineral supplements are little needed. Leguminous roughages, skim milk, and tankage make excellent calcium feeds. Wheat bran, wheat middlings, red dog flour, rice polish, soy beans, cottonseed meal, linseed oil meal, skim milk, and tankage are excellent phosphorus feeds.

KANSAS CITY, KAN.—Official protein tests on Kansas wheat, said J. C. King, now in charge of the protein laboratory of the Kansas State Grain Inspection and Weighing Department, show an average of 11.75% but wide variation is shown in ranges from 9 to 16.50%. Country dealers need to exercise great caution in buying and selling wheat.

BUDAPEST, HUNGARY.—Hungarian millers are attempting to get the government to prohibit exportation of bread grains, but remove all restrictions on flour exports, say press reports. Opposition to such a move is presented by the government as substantial quantities of grain still in the country are available for export, according to the Prague office of the Department of Commerce.

## Do Not Take Chances

on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold ..... Bushels of ..... at ..... cents per bushel, to grade No. ...., to be delivered at ..... on or before ....." They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound with 3 sheets of carbon. Order FORM 10 DC, Price \$1.15.

## Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00.

411-E contains 100 sets all Form E. Price, \$2.00.

411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

## Grain Dealers Journal

309 South La Salle St. Chicago, Ill.



## I. C. C. Decides Against \$6.30 Reconsignment Charge.

The Interstate Commerce Commission, in docket No. 14762, has just decided the case of Nat'l Hay Ass'n v. Aberdeen & Rockfish R. R. et al. The hay ass'n alleged by complaint filed Feb. 27, 1923, that the rates, rules, and regulations applicable to the reconsignment of carload shipments after arrival at the first-billed destination and placement on private tracks or sidings, are unjust, unreasonable, and unduly prejudicial as applied on hay and straw, and unduly preferential of fresh fruits and vegetables.

Rule 12 of the general reconsignment rules provides that if a car is placed on private tracks or sidings at the first-billed destination and is subsequently reforwarded, the local rates to and from the point from which the car is reconsigned, plus a charge of \$6.30, shall be assessed. If the car is placed on public delivery tracks and not unloaded or accepted it can be reconsigned at the through rate from the original point of origin to the final destination plus the reconsignment charge of \$6.30. Those provisions apply to all traffic except fruits and vegetables. Rule 12 reads as follows:

Diversion or reconsignment to points outside switching limits after placement. If a car has been placed for unloading at original billed destination and reforwarded from there without being unloaded to a point outside the switching limits, it will be subject to the published rates to and from the point of reconsignment, plus \$6.30 per car reconsignment charge, except that in no case shall the total charge be less than the charge based on the through rate from point of origin to final destination, plus \$6.30 per car reconsignment charge.

If a car has been placed for unloading on a public delivery track, but has not been unloaded or accepted by consignee or owner, it will be subject to rule 10.

Throughout the country generally shipments of fresh fruits and vegetables delivered on private tracks have been excepted from the application of that portion of rule 12 which provides for the assessment of local rates to and from the point from which cars are reforwarded. On such shipments the through rates from point of origin to final destination, plus the \$6.30 charge, are applicable. The carriers also permit certain back-haul privileges on fresh fruit and vegetable traffic which are not allowed on shipments of hay and straw.

Complainant's contention is that the different treatment accorded shipments of fresh fruits and vegetables is unduly prejudicial to hay and straw. The abolition of the reconsignment charge is sought in those cases where there are no joint rates from point of origin to final destination, and where joint rates are in effect complainant seeks to have them applied on shipments of hay and straw delivered on private tracks and subsequently reconsigned.

A large number of dealers in hay and straw from various parts of the country testified that the present rule creates an undue burden on them and has resulted in the loss of a large amount of business. Instances were given to show that frequently the increased charges resulting from reconsignment have been greater than the value of the shipment, with resulting loss to the shipper. It was stated that because of the rule unscrupulous consignees refuse hay or straw upon arrival at the first-billed destination because they know it will be more profitable to the shipper to sell the hay to them at a lower price than it would be to reconsign it to some other point. There are many destinations to which hay and straw are shipped, such as coal mines, which there are no public tracks and where the only facility for handling cars is on private tracks.

The commission decided against the carriers in the following order:

That the above-named defendants, according as they participate in the transportation, be, and they are hereby, notified and required to cease and desist, on or before November 6, 1924, and thereafter to abstain, from publish-

ing, maintaining, or applying rules and regulations governing reconsignment of carload shipments of hay and straw after delivery on private tracks or sidings which provide for the collection of a reconsignment charge in addition to the published rates to and from the point of reconsignment.

It is further ordered, That said defendants, according as they participate in the transportation, be, and they are hereby, notified and required to establish, on or before November 6, 1924, upon notice to this commission and to the general public by not less than 30 days' filing and posting in the manner prescribed in section 6 of the interstate commerce act, and thereafter to maintain and apply rules, regulations, and practices governing reconsignment of carload shipments of hay and straw after delivery on private tracks or sidings which shall not provide for collection of a reconsignment charge in addition to the published rates to and from the point of reconsignment.

## Oklahoma Farmers Dissatisfied with Pool.

The total of 80 cents received in settlement from the Oklahoma Wheat Growers' Ass'n for their 1923 crop of wheat is unsatisfactory to the farmers of Dewey County, Oklahoma.

Several weeks ago they started a movement to be released from their contract to deliver the 1924 crop. The uproar arose when they received their final payment and now it is estimated that nearly 100 of the 300 members of the pool in Dewey County will request to be released, affecting one-third of the 30,000 acres under contract.

The basis of the demand for release is that the farmers are in bad shape financially and will need all the money received from their crop to meet their immediate obligations.

## Cost of Producing Grain in Canada.

Canadian data on the costs of producing a bushel of wheat in 1923 shows the average bushel of wheat produced in Manitoba after stubble cost \$1, after summer fallow, \$1.04. Oats in Manitoba averaged 36c; rye, 74c; barley, 47c; and flax, \$1.24 per bushel.

In Saskatchewan the average costs of a bushel of wheat after stubble was 75c, after summer fallow, 73c; oats averaged 32c; rye, 68c; barley, 46c; and flax, \$1.16.

Alberta's costs averaged a little less, wheat, after stubble, being 63c, after summer fallow, 62c; oats, 32c; rye, 59c; barley, 43c; and flax, \$1.06 per bushel produced.

Average costs for the three provinces ran wheat, after stubble, 79 1/3c, after summer fallow, 79 2/3c; oats, 33 1/3c; rye, 67c; barley, 45 1/3c; and flax, \$1.15 1/3.

The costs per bushel of producing grain vary with the yields, which vary with the seasons. The above figures are for 1923. Costs for any other year will be higher or lower according to the yields.

The Federal Farm Loan Board has authorized a reduction of rediscount rates for the intermediate credit banks, which brings them down to 5% to financial institutions and 4 1/2% to co-operative ass'ns. Previous rates ranged from 6% to 5 1/2%. The new rates are possible because of the lower interest rates which the Board has had to pay on debentures of the intermediate credit system.

"THE DAYS of straight wheat farming" says a Manitoba crop correspondent, who mentions that he has kept a record of farming operations for over 30 years, and believes the records of the average straight grain grower would show him going backward every year since 1916 to 1921, "are over in Manitoba and unless farmers realize this they are 'down and out' sure." Pity the poor fools when this comes about.

## Federal Trade Commission Steps in a Hole.

The statement recently made by Mr. Julius H. Barnes in answer to the complaint of the Federal Trade Commission against the Barnes-Ames and the Barnes-Irwin companies is an admirable example of neatly turning the tables. The Federal Trade Commission, acting on representations of the Italian government, had complained that wheat shipped by these two companies to Italy carried an excess of foreign substances. Mr. Barnes politely pointed out that all this grain was duly inspected by government licensed inspectors, and that certificates covering its grade and quality were duly issued under the authority of the Department of Agriculture.

The Federal Trade Commission has frequently shown a tendency to leap before looking, and in this case seems to have jumped in such a manner as to entangle itself in the operation of another department of the government. Undoubtedly the grain exported to Italy was inspected just as Mr. Barnes says, and if its quality was not up to the requirements of the federal grain grades, the fault lies with the inspectors of the Department of Agriculture on whose findings the certificates were issued.

If the Federal Trade Commission had taken the trouble to find out in advance who was actually responsible for the grading of this grain, it would have escaped putting itself in a somewhat absurd position. It is now in the awkward predicament of being compelled to attack the Department of Agriculture on behalf of the Italian government. Such a task certainly does not fall within the scope of the duties originally contemplated when the Federal Trade Commission was organized.

The action indicates once again the inherent absurdity of the Federal Trade Commission's status. It has never been able to co-ordinate itself with any of the other departments of the government. It has run hither and thither, stirring up trouble and creating endless publicity, but it has never found its proper place sufficiently to know where it really stood in relation to the other and longer established branches of the administration. In allowing itself to be used as the agency of a foreign government in pushing a claim against the Department of Agriculture, its absurdity has reached a height which surpasses even its own previous achievements.—*The Northwestern Miller*.

OAK HARBOR, O.—Specimens sent to the corn borer laboratory by Hancock county farmers indicate a wide northwest spread of Mexican bean beetle infestation since 1923, when the insect was not found farther north than Columbus, according to C. R. Neiswander and L. L. Huber, entomologists at the laboratory. If the entomologists would only sick the beetle onto the corn borer how happy all producers would be.

CHARLOTTE, N. C.—The Charlotte Cotton Exchange, organized June 30, formally opened on Aug. 19, on the 10th floor of the recently constructed Johnston building. The Exchange is composed of 25 incorporators and is capitalized at \$100,000. Direct wire service will be established between the Charlotte and the New York and New Orleans cotton exchanges. The superintendent will be a cotton broker of wide experience.

THE U. S. Department of Agriculture plans to expand and improve the cotton market news service so that cotton growers and other members of the industry may have current official information on market conditions and prices. It will cover the entire cotton area and reports will be sent via mail, telephone, telegraph and radio. Why should the Washington bureaucrat seek to displace the newspapers and market bulletins which give reliable information much quicker than Government can hope to give it.



## Crop Yields Increased by Gypsum.

BY PROFESSOR G. A. OLSON.

The big yields which usually follow the use of agricultural gypsum have been repeated so frequently that it has become almost impossible to think of this substance in any other way than as a plant food. Nevertheless many authorities have attributed its good effects to influences other than food or as an indirect food.

Most authorities have believed that the main function of agricultural gypsum is to separate the potash from difficultly soluble potassium silicates. That such transformation actually takes place has been proved beyond any doubt in case of various soil types, analyses of root crops, etc.

Other good effects have been noted as a result of applying agricultural gypsum to soil. Among these may be mentioned the beneficial influence it has on development of nitric nitrogen in the soil, transformation of magnesium carbonate into soluble magnesium sulphate and occasionally increasing the solubility of the phosphorus.

Agricultural gypsum, however, has been most valuable as a source of plant food. For a time it was suspected that the increases frequently obtained might have been due to sulphate sulphur but no one appeared particularly interested until it was found that crops required considerably more sulphate sulphur than had been supposed. The confirmation of the plant needs for sulphate sulphur, a constituent of agricultural gypsums, is found in the writings of noted men who have reached the conclusion after most thorough study.

The development of the research which has ultimately brought the importance of agricultural gypsum to a focus is most interesting. It is research which has shown that it is not necessarily the good influence which agricultural gypsum is known to exert in rendering the potassium or phosphorus available in the soil because where these substances have been applied in the absence of sulphate sulphur there have been noted much smaller yields than have been obtainable where applications of agricultural gypsum or some form of sulphate sulphur was applied.

## Feed Men Listen to Farmers' Conference.

Many of the large feed distributing firms of Massachusetts sent representatives to the farmers' conference at Massachusetts Agricultural College recently to learn, if possible, the farmers' reasons for dissatisfaction with the service given by the feed companies. They attended the meeting of dairymen and then conferred themselves. J. D. Willard, head of the extension service at the College, addressed them.

The leaning of the farmers toward co-operative buying is causing the feed distributing firms to fight harder than ever in their efforts to give service so good that the farmers will prefer buying thru the regular agencies instead of the co-operative enterprises. The grain dealers hope to adjust the differences that have arisen between themselves and the farmers.

Mr. Willard, speaking on the subject, said he would not advocate a co-operative feed buying ass'n among farmers until attempts had been made to encourage better feeling between them and the feed dealers. Failing in this co-operatives should be given a chance.

The average relations between feed dealers and the buyers of their feed could hardly be classed as strained, Mr. Willard continued. When troubles develop between them they usually fall into 1 or 2 classes. Services might not be good, or prices might not be reasonable. Sometimes both might be right but the farmers might be disturbed because they failed to understand the truth of the circumstances and were convinced prices were unreasonable and service bad.

Mr. Willard expects to see changes in the feed trade and says they are even now occurring. Due to the shrinkage of agriculture and the replacement of horses by trucks, some com-

munities could not maintain a good feed store with their small volume of feed buying. With the accompanying changes in the feed store routine the farmers were usually dissatisfied and turned to co-operative buying.

## Mr. Wallace Objects.

Secretary Wallace objects to a recent editorial in which we spoke of him as "a man who has been a general in motley movements for farm relief, who has favored opening the public treasury for the farmer's benefit, who has long advocated price-fixing measures, and who was one of the chief instigators of the defeated McNary-Haugen bill."

The Secretary declares that "with the exception of the last phrase I think all of these statements are untrue, and I do not understand why you make them."

But the McNary-Haugen bill, which Mr. Wallace ardently favored, is a price-fixing measure, and the necessary defects in its operation would compel the use of the public treasury for the farmer's benefit. And certainly a Secretary of Agriculture who leads the fight for such unsound measures as the McNary-Haugen bill and the Capper-Tincher bill is "a general in motley movements for farm relief." Thus every part of the characterization is manifestly justified.

We are not inclined to be anything but even-tempered toward Secretary Wallace. Beyond a doubt he has acted according to what he has honestly believed to be the necessities of the agricultural situation. The policies he favored when he entered the Cabinet were sounder than some of those he subsequently espoused. The state of mind of the American farmer began to frighten him, and as time passed his fright increased. He felt that something just had to be done. Many other men in and from the middle west felt the same way. "Something has just got to be done for the farmer," they would say. That frame of mind was productive of unsound suggestions.

There is every reason to suppose that Secretary Wallace proposed and consistently advocated the McNary-Haugen bill because of precisely the same feelings which motivated thousands of others. These thousands knew the bill was based on an unsound policy but they felt that enactment of it was like undertaking an emergency operation which has to be gone through to save the immediate situation, regardless of the after effects.

In most cases in which he has advocated unsound policies, the cause has been the plight of the farmer. Conditions have improved, and Mr. Wallace is satisfied for the present; but is it improbable that in the event of poor returns for the farmer Mr. Wallace would again favor some price-fixing measure?—*Chicago Journal of Commerce*.

## Commercialized Co-operative Elevator in Czechoslovakia.

A co-operative granary at Prague equipped with a seed-cleaning plant, specially designed for the rapid handling of grain, was built by the Central Co-operative Union in 1921, near the river and railway routes. That advantage has contributed in a large degree to its success in concentrating movement of grain into its hands.

Originally the organization intended to sell grain on a commission basis, but it was forced to abandon this plan. The Union now buys the grain at scheduled prices from the producers and sells it in the regular markets. Herein the organization loses its identity as a co-operative enterprise and becomes just a commercial company dealing in grain.

UNITED STATES restrictions to guard against hoof and mouth disease and other diseases, provide that the corn must be loaded in new bags and the cars in which the grain is handled must be clean and free from infection. Numerous strict provisions must be certified to by special consular specifications.

## Samples Delivered on Portland Exchange.

The delivering of samples of incoming grain at Portland, Ore., to the floor of the Merchants Exchange was recently begun. Arrangements made with the State Grain Inspection Department secured the delivery of samples early in the morning and early in the afternoon. The Portland market is expected to gain added impetus from the use of samples.

## Efficiency in Weighing and Inspection Service.

The Milwaukee Chamber of Commerce Supervisors of Grain Inspection and Weighing have started a new system of accomplishing inspection and weighing service, whereby they expect to effect a considerable saving to the departments.

Certain employees of the Inspection Department, at such times as they can be spared from their regular duties, will assist in supervising the weighing of grain. During a portion of the day, particularly at certain seasons, when the samplers are not very busy, they will aid in the Weighing Department.

The Board of Directors have granted approval to try out the plan wherever feasible. Ten of the samplers and inspectors have already been appointed Ass't Weighers.

## Adulteration and Misbranding.

Accidental Oil Mills, Granger, Tex., shipped a quantity of misbranded cottonseed meal from Texas into Indiana. The product label guaranteed the contents as not less than 43% crude protein and not less than 12% crude fiber. U. S. attorney for the Western District of Texas filed an information against the concern. Analysis of the product by the Bureau of Chemistry showed it contained only 39.38% crude protein and 15.36% crude fibre. A charge of misbranding was entered. On behalf of the defendant firm a plea of guilty was entered and the court imposed a fine of \$25.

Economy Poultry Supply Co., Inc., Harrison, N. J., shipped a quantity of meat and bone scrap from New Jersey into New York state on or about Sept. 9, 1922. The product was tagged in part: "Bags Meat & Bone Scrap \* \* \* MM Hygrade—'The Secret of Good Mash' \* \* \* Analysis: Protein 50 to 55%." Analysis by the Bureau of Chemistry showed it contained but 44.68% protein. The U. S. attorney for the District of New Jersey filed an information against the manufacturing firm, alleging misbranding. A plea of guilty was entered on behalf of the defendant company on Dec. 11, 1923. On Dec. 17 the court imposed a \$25 fine.

Americus Oil Co., Americus, Ga., consigned 100 sacks of alleged adulterated and misbranded cottonseed meal from Americus to Jacksonville, Fla. The U. S. attorney for the Southern District of Florida a libel praying seizure and condemnation of the product. Labels on the containers guaranteed 7% ammonia in the article, which was alleged to be incorrect and more than the meal contained. The Americus Oil Co. admitted the allegations but claimed it was unintentional and on Jan. 30, 1923, a judgment of condemnation was entered. The product was delivered to the claimant upon payment of costs and execution of a \$500 bond upon the condition that the article be correctly relabeled.

Atlanta Cotton Oil Co., Atlanta, Ga., consigned a quantity of cottonseed meal from Georgia to a point in North Carolina on, or about Dec. 28, 1922. The tags fastened to the containers called for 100 lbs. of cottonseed meal containing 7% ammonia, and 36% protein. Analysis of a sample of the article by the Bureau of Chemistry showed it contained but 6.38% ammonia and 32.81% protein. U. S. attorney for the Northern District of Georgia filed an information against the concern. Misbranding and adulteration was alleged as a product inferior to good cottonseed meal had been mixed with the product. A plea of guilty was entered on behalf of the defendant firm on Mar. 8, 1924, and the court imposed a fine of \$150 and costs.

The executive com'tee of the Millers National Federation will meet at Kansas City, Mo., Sept. 3, followed Sept. 4 by a meeting of millers of the Kansas City territory.



## Feedstuffs

GOSHEN, N. Y.—Thompson & Mould have sold their plant to Ben Abrams.

CHICO, CAL.—U. J. Russell has opened a wholesale and retail feed business here.

PIONEER, WASH.—Finnigan Bros., of La Center, Wash., have established a feed store here.

PLANO, TEX.—The Hughston Grain Co. reports that Texas will demand considerable feed this fall.

LINCOLN, ARK.—A. S. Sanders is erecting a 2-story building in which to conduct a flour and feed business.

BUFFALO, N. Y.—Geo. Urban Milling Co. expects its poultry feed cooking plant to be completed by Sept. 1.

FARMINGTON, MINN.—A. C. Cool has bot Henry Schafer's feed mill. Michael King, Lakeville, will manage it.

SPRINGDALE, ARK.—Clarkson & McKinney, dealing in wholesale flour and feed, has been sold to J. H. McKinney & Son.

HERKIMER, N. Y.—G. M. Helmer has sold his feed and grain business to the recently organized Acorn Grain & Milling Co.

TRENTON, N. J.—Guy F. Mayo, of the State Buro of Markets, has been licensed as federal hay inspector with headquarters here.

ST. LOUIS, MO.—H. A. Olendorf, sec'y of the Arcady Farms Milling Co. has succeeded Geo. Keith as manager of the St. Louis mill.

MISSOULA, MONT.—The Missoula Mercantile Co. says that practically all hay in its vicinity will grade No. 1, due to a lack of rain.

DODGE CITY, IA.—The Dodge City Alfalfa Mill recently burned. Loss was estimated at \$35,000. The firm plans to rebuild immediately.

RIVERDALE, ILL.—E. E. Brice, long identified with the tankage and mineral feed trade, is now associated with the Riverdale Products Co.

MONROEVILLE, O.—Philip Horn recently purchased the E. W. Armstrong mill and will soon start operating, manufacturing feed and flour.

DAWSON, MINN.—The Gilbertson & Stage-laud feed mill was recently destroyed by fire. The loss was estimated at \$3,000. No insurance was carried.

MUNCIE, IND.—The Indiana Flour & Feed Co. has changed its headquarters from Marion to Muncie and decreased the capital from \$30,000 to \$16,000.

BALTIMORE, MD.—The Western Maryland Dairy has filed trade mark No. 199,099 to represent poultry and swine food. It consists of "Con-But" in capital letters.

LOS ANGELES, CAL.—The West Coast Grain Co., specializing in poultry and stock feed, is erecting a modern concrete plant to be fully equipped with modern machinery.

ST. LOUIS, MO.—Work has begun on the additional office building of the Purina Mills. The building will be 6 stories high and cost, completed, approximately \$250,000.

ERWIN, TENN.—The Acme Feed & Milling Co. has been purchased from G. S. McNabb by L. T. Blankenship and J. F. Anderson, who will conduct a wholesale business only.

FADEN CITY, W. VA.—The Bowser Lumber & Feed Co. has been incorporated with capital of \$75,000, by Wm. H. Bowser, A. A. Cunningham, L. M. Price, and F. E. Pittman.

AUBURN, WASH.—The Sound Feed Co., on Aug. 1, sold its business to the Kent Feed Co., which will use the building formerly occupied by the Sound Feed firm, for storage until Jan. 1, when the lease expires.

GREENVILLE, O.—L. E. Harrison has bot the building occupied for the past 20 years by the Harrison Feed Co. He is erecting a 60-ft. 2-story addition to the rear of the building.

AURORA, ILL.—The Winn-Jacobs Co. recently incorporated with \$20,000 capital stock, to deal in feed, etc. J. E. Winn, Oscar Jacobs, and Susie E. Winn are the incorporators.

LOS ANGELES, CAL.—The Globe Grain & Milling Co. is building a large feed mixing plant, which will have a daily capacity of 100 tons of finished products when completed.

COVINGTON, GA.—Godfrey & Candler are considering plans for the erection of a modern feed grinding and mixed feed plant on the site formerly held by the Covington Cotton Oil Co.

LUFKIN, TEX.—J. J. Gunter, feed dealer, has sold his stock and fixtures to R. Fowler and J. V. Urrey, of New Willard, who will conduct the business under the name of Fowler & Urrey.

RIVERSIDE, CAL.—Work has started on a new 70x105 ft. frame warehouse, covered with corrugated iron, for the Daily Feed & Supply Co., which is affiliated with the California Milk Producers' Ass'n.

LAMAR, COLO.—The Denver Alfalfa Milling & Products Co. has leased new plants at Iliff and Milwood, Colo., formerly the property of the Western Alfalfa Products Co. and the Beaty Mercantile Co.

AMERICAN life is becoming the parade of a girls' school under the eyes of governesses. It requires as many proctors as a boys' dormitory. It is bound and gagged with laws. There is a plague of them.—*Chicago Tribune*.

MILWAUKEE, WIS.—L. W. Conger now manages Wisconsin and Northern Illinois territory for the Ralston Purina Co., having headquarters in Milwaukee. Formerly he was divisional manager for this company in Nebraska, Iowa and Kansas.

QUINCY, ILL.—On June 16, 1924, Moorman Manufacturing Co. filed trade mark No. 198,664 to be descriptive of prepared stock feed. It consists of a representation of a fat hog across which is horizontally printed in black-edged white type, "It Pays."

LOUISVILLE, KY.—Descriptive of farm feed or shorts, stock feed, poultry feed, and chick feed, is trade mark No. 178,890, filed on Apr. 10, 1923, by Ballard & Ballard Co. It shows the top end of a sack with the ends of the tie strings fastened together with a lead seal.

MINNEAPOLIS, MINN.—Feed receipts in tons at this market during July amounted to millstuffs, 2,186; screenings, 6,747; compared with millstuffs, 6,247 in July, 1923. Shipments amounted to millstuffs, 61,444; screenings, 4,933; compared with millstuffs, 51,569 a year ago.

SPENCERVILLE, O.—The Spencerville Hay Co. has succeeded Lutz, Barnt & Lutz, of Delphos, O., and has purchased the office and sheds of S. W. Kemp & Son of Spencerville. H. O. Barnt, who has been managing the Delphos business of Lutz, Barnt & Lutz, will continue in that position.

KANSAS CITY, MO.—E. A. Witter, until recently manager of the feed jobbing department of the Sun-Ray Products Co., now has his own business, dealing in millfeeds and clears. The Sun-Ray Products Co. has discontinued its feed jobbing department and will confine its efforts entirely to manufacturing and merchandising its cereal line.

DECATUR, ILL.—One section of the Shellabarger Mill property is now occupied by the Elliott Commission Co. The Shellabarger Feed Co. has moved to the section of the mill east of that used by the commission firm. The feed concern's first large elevator is completely razed and wrecking is about to begin on the east elevator of the mill proper. Farm demand for lumber is absorbing what was saved from the big grain bins.

BRISTOL, COLO.—Work on the new plant of the Denver Alfalfa Milling & Products Co., which is to replace the mill destroyed by fire on June 13, has been rapidly progressing. Practically fireproof and fitted with the most modern machinery, it will be one of the finest mills in the Arkansas Valley.

KANSAS CITY, MO.—The Mixed Feed Supply Co., of St. Louis, has purchased the plant formerly operated by the Missouri River Alfalfa Milling Co. The plant has a capacity of 1,000 tons per month as well as storage space for 1,000 tons sacked products. L. H. LaForge will continue as superintendent.

LINDEN, ALA.—The Linden Mercantile & Gin Co. has been incorporated with \$10,000 authorized capital, of which \$2,800 has been paid in, to deal in cotton, feedstuffs, fertilizers, etc. A. L. Hasty, H. F. Little, N. M. Levy, G. T. Breitling, William Cunningham, A. A. Hinson and J. T. Kimbrell are the incorporators.—P. J. P.

WASHINGTON, D. C.—Answering a complaint filed by the Federal Trade Commission, the Quaker Oats Co., of Chicago, specifically denies that it ever selected certain jobbers and retailers to whom it quoted and sold animal feeds at regular list prices, while requiring all other jobbers and retailers in competition to pay certain arbitrary sums of money, in excess of regular prices, to be turned over to the favored dealers.

PEORIA, ILL.—P. S. Casey, doing business as Yeast Mineral Supply Co., filed trade mark No. 194,526 on Mar. 27, 1924, to be descriptive of cattle, swine, horse, dairy, and poultry feed. A large, shaded "Y" partially hides a black oblong on which "M" and "S" are inscribed in white, one on each side of the stem of the "Y." Two double, horizontal hairlines immediately below the stem of the "Y" inclose "Yeast Mineral Supply Co." in black, capital letters.

SPRINGFIELD, MO.—The Middle States Milling Co., which was recently incorporated with a capital stock of \$6,000, to enter the milling and feed business, has succeeded the Interstate Milling Co., a branch of the Paragon Mills, which crashed with the Holland bank failure. Will Coover, R. E. Laughlin and B. F. Bain, the incorporators, are now manufacturing Blue Jay mixed feeds. The plant ships about 10 cars per day, serving territory in Missouri, Arkansas, Oklahoma, Louisiana and other southeastern states. R. E. Laughlin is pres. and general manager; Will Coover, sec'y-treas.; and B. F. Bain, vice-pres. and superintendent.—P. J. P.

OWENSBORO, KY.—The Vitacreme Co. was recently incorporated here with \$5,000 capital stock, dividend into 500 shares of \$10 each, by C. O. Sandefur, Owensboro, owner of 105 shares; O. B. Sandefur, Toledo, 85 shares; and A. S. Gant, Owensboro, 62 shares. The firm has leased a large mill on West 9th street and will carry on a general feed and milling business as a unit of the Federated Cereal Mills of America. Flour, corn meal, cereals, pancake flour, stock feeds and poultry feeds will be manufactured under the trade name, "Vitacreme." Exclusive rights are possessed by the company for the use of United Profit-Sharing coupons with its products.

LITTLE ROCK, ARK.—More than a score of cotton oil mills and cotton gins located in Arkansas, Tennessee, Missouri, Illinois and Kentucky have merged to form the National Cotton Seed Products Corp., which was chartered under the laws of Delaware and capitalized at \$8,000,000. The largest factory and headquarters office of the corporation are in the Dixie Cotton Oil Co. plant at Memphis. Ed Cornish, Little Rock banker, is pres. of the new organization. W. F. Bridewell, general manager of the Dixie Cotton Oil Co., is general operating manager of the merged interests. He says the various firms merged to furnish a stable market for the farmers' cotton seed and to encourage the use of cotton seed products in the south.



St. Louis, Mo.—The Langenberg Grain Co. of St. Louis and New Orleans filed trade mark No. 197,379 on May 21, 1924, to represent yellow corn and white oats. It pictures a rearing black horse under which is the word "Marca" printed in block letters. Immediately beneath the word "Marca" is "El Potro," also in black.

DENVER, COLO.—The T. D. Phelps Grain Co. is remodeling and equipping its elevator for manufacturing balanced ration feeds. An attrition mill, corn grinder, batch mixers and other machinery will be installed. When completed the plant will have capacity for turning out 50 tons of chick, dairy, sheep, horse, and hog feeds in an 8 hour day.

WATERLOO, IA.—The Waterloo Mills Co., recently organized, has taken over the stock of flour and feeds belonging to the now liquidated Waterloo & Cedar Falls Union Mill Co. The management of the new firm is the same as under the old. It is dealing in flour and feed in carload and less than carload lots. The Waterloo Mills Co. is a corporation, T. F. Glennie, pres.; Carl Orsinger, vice-pres., and Glenn C. Bown, sec'y-mgr., are the only stockholders. It will operate the mills of the old firm at Cedar Falls.

HOUSTON, TEX.—Forecasts of the Texas grain sorghums crop reach 49,600,000 bushels, compared with 41,602,000 bushels in 1923. Southern sections have harvested considerable of the crop already. In northern sections the early planted sorghums are maturing. The crop is good where rain has been received but many sections will have to depend upon outside sources for feed. Kafir is yielding better than corn in some northern sections. The Aug. 1 condition of corn was 58%, the poorest since 1918. The yield forecast was 79,300,000 bushels, 17,000,000 less than last year's short crop. Some of the early corn is producing well but a large acreage will not be worth harvesting. Upland corn is practically a failure. June corn has done poorly except in favored localities. Rain is needed.

St. Louis, Mo.—The Ralston Purina Co. recently awarded 135 prizes to employees who have handed in definite suggestions on increasing the Purina efficiency since last March when the contest was started. Employees of the office and mill returned 845 suggestions. The heads of the departments concerned looked these over and approved or rejected. A selected committee passed judgment on those suggestions approved by department heads, weeding them down to 135. Of these 79 received \$1, 50 were awarded \$2, and 3 took joy in \$5. Glenn Shaub of the traffic department suggested a change in the system of sending order department record cards to the traffic department which is expected to prove of considerable benefit to the plant's customers. Glenn received the first prize of \$50. The second prize of \$25 went to Ralph Guenther of the purchasing department; the third prize of \$10 was received by L. C. Woodring of the mill.

## Canada Bans Foreign Hay and Feed.

Direct importation of hay, straw, forage, millfeed, or other materials used for feeding livestock, from all countries other than United States has been prohibited by J. H. Grisdale, Deputy Minister of Agriculture of Canada, due to the prevalence of foot and mouth disease in many countries that fail to take the proper precautions against its spreading. The Ministerial Order reads as follows:

Under and by virtue of the authority conferred upon me by Section 9 of the Animal Contagious Diseases Act, Chap. 75, R. S. C. 1906, I do hereby order that

1. The importation into Canada direct of hay, straw, forage, millfeed or other materials for use in the feeding of livestock, from all countries other than the United States is hereby prohibited.

2. The importation into Canada via the United States of hay, straw, forage, millfeed or other materials for the use in the feeding of livestock, from all countries other than the United States is prohibited unless such importations have conformed to such requirements as the United States Treasury Department

of Agriculture have in force at the time of entry into the United States, as would permit importation into the United States.

## Sand and Dirt in the "Open Formula" Feeds?

We desire to say a few words in commendation of the producers of the "Open Formula" feeds—who are frankly printing on their analysis tags that they are now using as an ingredient "Screenings Oil Feed." Formerly the tags of the 24% ration read 240 lbs. "Oil Meal, Old Process," now they read "240 lbs. Linseed Oil Meal and O. P. Screenings Oil Feed."

The exact date when this change went into effect is not known to us, but it is a fair assumption that it was made at the beginning of the year on account of the registration with the feed control officials of the various states. However, the original sponsors of the "Open Formula" idea have evidently not been advised of the change, for we learn through the public press that the "College Feed Conference Board," E. S. Savage, Secretary, held a meeting on Jan. 18-19, 1924, at which they re-affirmed their adherence to practically the formula adopted a year and a half ago, and their formula still calls for linseed oil meal O. P.—saying nothing about "Screenings Oil Feed."

As it was originally understood that changes in the open formulas would only be made by advice and consent of the College Professors who were in the conference, it is reasonable to assume that they will soon make a further announcement on this subject, explaining the advantages of the change.

The feeding public will probably also be curious to know how much of the 240 lbs. is Linseed Oil Meal and how much is "Screenings Oil Feed"—undoubtedly a rigid adherence to the lofty standards of the "truth in feeds" principle will soon cause the percentages of the two commodities to be separately stated on the tags.

It is of minor interest to note that a statement of the use of "Screenings Oil Feed" has not yet found its way into the public advertisements of the "Open Formula Feeds," for as recently as April, 1924, the formula was published as containing 240 lbs. of Linseed Oil Meal. Surely "truth in advertising" should be a twin to "truth in feeds."

Some people may want to know what are "Screenings Oil Feed," and for their benefit we quote from a bulletin (No. 60) issued by the Wisconsin Department of Agriculture, dated Nov., 1923:

Oil meal or linseed meal is, deservedly, one of the most popular of the high protein concentrates. It is not only valuable for its protein, and other digestible nutrients, but for its laxative and general conditioning properties as well. Oil meal, from American flaxseed, is usually sold on a protein guarantee of 34 per cent. A good grade will actually run 36 per cent or better. Pure oil meal from Argentine flaxseed runs only 30 to 31 per cent in protein. Pure Argentine oil meal is better than a mixture of American oil meal and screenings oil feed having the same protein content.

Screenings oil feed is pressed, fine flax screenings, from which part of the oil has been removed. In addition to the broken flaxseeds, it contains weed seeds, fine chaff of low digestibility and often considerable amounts of sand. One sample analyzed contained as high as 14 per cent sand. One sample of alleged pure Argentine oil meal contained over 2 per cent sand. This manufacturer was refused license. These facts coupled with the fact that the more valuable ingredients of screenings are less digestible and do not possess the conditioning properties of oil meal, are amply sufficient reason for preferring 30 per cent protein pure oil meal to a mixture of oil meal and screenings carrying an equal amount of protein.—Larrowe Milling Co.

## Horses Killed by Adulterated Oats.

Reports to French authorities led to an investigation. Certain parcels of oats were found to have been adulterated with seeds of *cassia orientalis* (Senna, a drug), which does not grow in France. Obviously the grain had been adulterated. Some lots as high as 9%.

Consumption of the seed causes exceedingly severe physiological effects. About 40 horses have already been killed by being fed oats, adulterated with this dangerous seed, by unsuspecting stablemen.

## Moisture Testers Grading Equipment

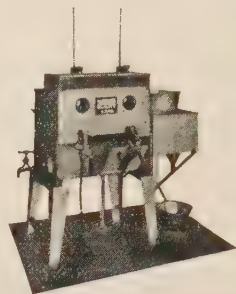
can be used profitably NOW

## SEED BUREAU QUALITY

is now used by the Government, Grain Inspection Departments and more than 10,000 mills and elevators.

Official  
Brown-Duval  
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Testers

in all sizes from one compartment to six, heated by gas, electricity or alcohol.



## WHEAT, CORN AND OATS DOCKAGE SIEVES

Aluminum, 13 inches in diameter telescoping, with sides seamless. Strong, light weight and will not rust. No. 10 set consists of 4 sieves and bottom pan as follows:

- A—Scalper Sieve, round perforations, 12/64 inch.
- B—Buckwheat Sieve, triangle perforations, 8/64 inch.
- C—Fine Seed Sieve, round perforations, 1/12 inch.
- D—Chess Sieve, slot perforations, 41/2/64x1/2 inch.
- E—Solid Bottom Pan.

Price per set, \$8.00

## SPECIAL "FOUR-IN-ONE" SCALE NO. 14

This scale, designed and manufactured by us, satisfies a long-felt want in the grain trade, for a small, complete office scale for weighing samples for moisture test and for determining test weights per bushel, dockages, weights for mailing, samples, etc.



Write for prices on moisture testers and complete catalog of SEEDBURO Quality grain and seed testing equipment, which includes grain grade specifications.

We are the Largest Handlers of Grain and Seed Testing Equipment in the World.

Adequate stock always—prompt shipment is assured. We will appreciate your business.

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## Grain Carriers

A RATE of 26.5c on flaxseed from New York to Buffalo was found unreasonable, the I. C. C. granting complainant American Linseed Co. a rate of 22c. The seed was imported from Argentina.

THE WABASH R. R. is making an adjustment on freight rates on wheat from Oklahoma to the Mississippi River and beyond, amounting to a reduction of  $\frac{1}{2}$ c to  $5\frac{1}{2}$ c per 100 lbs., effective Sept. 9.

GRAIN and grain products were loaded into 56,702 cars during the week ending Aug. 2, an increase of 6,741 cars over the previous week, and 3,808 cars over the same week of 1923, says the American Railway Ass'n.

THE J. W. Craig Grain Co.'s complaint against rates on wheat from Avar, Okla., via Wichita Kan., to Galveston, has been dismissed by the I. C. C., holding that the tariffs did not provide for transit at Wichita where the wheat was stored.

YORKVILLE, ILL.—The necessity for freight transportation to elevator and other agricultural properties along the right-of-way led farmers to purchase the Fox & Illinois Union Electric Ry. operating between Yorkville and Morris, Ill., for \$89,000,—the junk value of the road.

THE REPORTED shortage of freight cars for the period ending July 31, was 94 box cars, 13 coal cars, and 150 all freight cars. The surplus of serviceable equipment for the same period was 138,734 box cars, 146,840 coal cars, and 322,530 all freight cars, according to the American Railway Ass'n.

THE ILLINOIS Central began allowing transit at St. Louis and East St. Louis on grain and grain products from points on the Illinois Central and connections in Illinois, when destined to Mobile, Ala., for export, routed over the I. C. and G. M. & N., on Aug. 7, thus protecting the thru rate from the point of origin to Mobile.

THE PROPOSED cancellation of the absorption of switching charges at North Kansas City, Mo., on carload traffic originating at, or destined to certain non-competitive points on the Missouri Pacific were found not justified in I. C. C. Investigation and Suspension Docket No. 2060. The suspended schedules were ordered canceled.

ON AUG. 14 the government started disseminating information of embargoes imposed on crops by railroads, by telegraph, among the field station representatives of the U. S. Department of Agriculture. These men relay the information to interested farmers. Information concerning canceled embargoes will also be given and will prove of great benefit to shippers.

HENRY L. GOEMAN, chairman of Transportation Com'te of the Grain Dealers National Ass'n, is visiting some of the leading markets to investigate the working of the \$6.30 charge for demurrage under Rule 16. He will be glad to receive complaints addressed to him at Toledo, O., giving reasons for the objections to the \$6.30 charge. While at Chicago recently he stated that complaints had been received from widely separated points.

THE SAME thru rates as have been effective heretofore on shipments from Oklahoma stations, over the C. B. & Q. and the Wabash, to St. Louis and East St. Louis, were made effective on Aug. 25, from stations on the C. R. I. & P. and A. T. & S. F., when routed over the C. & A. thru Kansas City. The St. Louis rate is named as the intermediate station of Alton on the C. & A., thus permitting a stopover at Alton for inspection, and re-shipment at St. Louis, if not delivered at Alton.

RATES ON grain moving from points on the Illinois Traction System to New Orleans and Mobile, on export shipments, were made to apply on grain products on Aug. 5.

WASHINGTON, D. C.—The possible effects of enforcement of Section 28 of the Merchant Marine Act is being meticulously studied by the special com'te appointed by the president, according to a recent announcement of Meyer Lissner, commissioner of the Shipping Board. The results of the study will be put into a report to be made to President Coolidge shortly before the December reconvening of Congress. Retaliation by foreign governments and the advisability of partial enforcement are being considered.

THE RATES on mixed feeds, in straight carloads and in mixed carloads with articles taking grain or mixed feed rates, from Beaumont and Orange, Tex., to points in Louisiana, were found unreasonable in I. C. C. 13616, Josey-Miller Co. v. Brimstone R. R. and Canal Co., et al. Maximum reasonable rates were prescribed for the future and reparation was awarded the Josey-Miller concern. Another case, I. C. C. 13616 (Sub-No. 3), Orange Rice Mill Co. v. the Beaumont, Sour Lake and Western Ry., et al, was productive of the same decision.

MONTREAL, QUE.—Opposing government ownership and regulation of railroads, E. W. Beatty, chairman and pres. of the Canadian Pacific lines, recently said: "One of the grave difficulties of the day in railroad operation is that theorists in railroad management are preaching a doctrine that gives no thought to the cost of operation in relation to the price the railroad is permitted to get for the service it gives. In most business lines cost to the consumer is based on cost of production. I cannot see why it should be different in selling transportation."

A CONCESSION granted by the Mexican government to Senor Jose Maria Ortiz of Mexico City, and transferred to the Tampico & Northern R. R., which is controlled by San Antonio, Tex., men, makes probable, if not certain, the building of a rail line from Tampico, Mexico, north to a direct connection with San Antonio, at or near Rio Grande City. The planned road will make the distance between San Antonio and the City of Mexico over 200 miles shorter than the route necessary at present, and cut the running time by 12 to 13 hours.

A SIGNAL victory was won by the C. R. I. & P. and C. G. W. railway when Scott M. Ladd, special master in chancery of the Iowa Federal Court, delivered an opinion showing the state's Executive Council guilty of "unlawful discrimination" in assessing the carriers' Iowa property. He ordered the assessment on the Rock Island to be reduced a total of \$4,812,875, or \$2,185 a mile, and that on the Great Western a total of \$3,548,098, or \$4,497 a mile. This slash, applying to the years 1922-23, approximates 7% on the Rock Island and 16% on the Great Western, involving a reduction of over \$500,000 in the taxes of the 2 roads. The state of Iowa is expected to carry the case to the Federal courts.

SOUTHAMPTON, ENG.—The Southern Ry. Co. has laid before Parliament plans for dock extension which will provide an additional 10 deep-water berths capable of accommodating the largest liners afloat, together with the necessary sheds, warehouses, and all quayside equipment. This will make available a large area of land suitable for the erection of flour mills, factories, elevators and kindred enterprises. A sub-com'te to the Port Facilities Com'te has recommended that the granary be equipped with modern appliances for the economical handling of bulk grain and that floating elevators for the discharge of bulk grain be provided so the import of grain may be encouraged as at other British ports. Increased grain facilities are understood to be in the railway company's plans.

WASHINGTON, D. C.—Chairman O'Conner, of the U. S. Shipping Board, is writing over 10,000 personal letters to American exporters and others engaged in foreign commerce, in an attempt to learn whether they are using American ships. In them he explains the \$300,000,000 per annum deficit in operation of the Shipping Board vessels as no actual loss since this expenditure prevents American importers and exporters being taxed several times the sum in increased ocean freight rates should American flag ships be withdrawn from overseas trade. Answers to several questions relating to American ships are asked.

## I. C. C. Orders Restrictive Rates Canceled.

Most of the grain originating in the territory between the Missouri River and the Rocky Mountains moves to the Missouri River primary markets, such as Kansas City, Omaha and Sioux City, from where a large portion of it goes east and southeast and into the Mississippi Valley. Generally the thru rail rates from these primary markets are so adjusted as to equalize them.

The C. B. & Q. proposed certain schedules which would restrict the application of the proportional joint rates on grain and grain products moving from the Missouri River cities to Cairo, Ill., for beyond, to shipments moving beyond Cairo "via rail lines." This would have resulted in increased rates for outbound movement routed by water.

Shipping interests at Cairo, Omaha, and Sioux City immediately protested to the Interstate Commerce Commission, which suspended the proposed schedules. At the hearing of the case, Investigation and Suspension Docket No. 2109, the proposed restriction was found to be not justified. A decision was made on July 14, 1924, and the suspended schedules were ordered canceled.

## Western Carriers Handling Wheat Crop Efficiently.

Due to the extraordinary expenditures made last year to put cars, locomotives and other equipment in good repair, and the expenditures made this year to keep them in repair, western railroads are able to handle the grain traffic as rapidly as it is offered to them. Considerable new equipment has been put into service.

Two factors predominate in the present transporting and handling of cars of grain by the western carriers, according to the Western Railway Ass'n. On July 15 they had assembled and stored in the grain loading territory about 47,000 cars suitable for grain loading. This is about 10,000 cars more than they had assembled a year ago. Besides this they have about one-third more of their own box cars on their lines than they had in 1923.

Total shipments of grain are far greater than those of 1923. The total number of cars loaded during the week ending Aug. 9 was 57,616, an increase of 914 cars over the previous week, and 11,428 cars over the corresponding week last year. Western territory loaded 39,446 of these, an increase of 9,705 cars over the corresponding week of 1923. Grain producers are evidently taking advantage of the present high prices for grain. Some of the western roads are breaking all previous records for handling grain.

Of great importance in the efficiency with which the crop is being handled is the regional advisory boards composed of shippers. Thru them the shippers and the carriers have gotten together to exchange information and suggestions. Shippers have learned considerable about how and when to ship and the roads have this year been able to place their cars and equipment to the best advantage of all concerned.



## Battle Over Ocean Differential.

The Shipping Board has ordered a sweeping investigation of rates and differentials from North Atlantic, South Atlantic and Gulf ports to United Kingdom, European, Mediterranean and Levantine, and Black Sea ports due to the protests, filed by South Atlantic and Gulf ports, charging discrimination in ocean rates in favor of the North Atlantic range, with particular reference to Boston, New York, Philadelphia, Baltimore and Norfolk.

The port of Charleston initiated the move. Jacksonville followed suit and the Gulf Ports joined in filing protests, the latter adding that the differentials not only favored the North Atlantic ports, but also favored the South Atlantic ports over the Gulf Ports.

Grain men are giving much study and consideration to the case.

## Asks Reduction of Demurrage Charges.

The present demurrage charges are too great a tax on shippers and consignors whose cars are unavoidably detained, feels J. S. Brown, manager of the Transportation Department, Chicago Board of Trade, being \$2 a day for the first 4 days after free time and \$5 a day for each succeeding 24 hours.

For that reason he has written T. N. Butler, chairman of the Car Demurrage & Storage Com'te of the Nat'l Industrial Traffic League, Philadelphia, Pa., asking him to place on docket for consideration by his com'te, changes in "National Car Demurrage Rules and Charges," as follows:

1. Rule 7—For each of the first 4 charge days, \$1; for each succeeding day, \$3.  
2. Rule 9, Section "A"—The charges to be changed to conform to the proposal in No. 1 and with the additional change that a Sunday or holiday immediately following the day on which the 4th day debit begins to run shall be free.

3. That inbound cars and outbound cars be included in one account, as was the case formerly. This means that credit earned on inbound cars may be applied on debits for outbound cars and vice-versa.

Mr. Butler's com'te meets on Sept. 10. Those interested in seeing these rules effected would do well to write him before that time.

## Rate of 29 Cents for 398 Mile Hauls of Grain and Grain Products.

Alleging that the rates charged on grain moving in carloads from Humboldt, Neb., to St. Louis, Mo., and related territories, have been too high since Apr. 1, 1921, and still remain so, the O. A. Cooper Co., Humboldt, filed complaint against the C. B. & Q. R. R. in an effort to get the Interstate Commerce Commission to award reparation on all shipments made from Humboldt to St. Louis since Apr. 1, 1921, and to prescribe just and reasonable rates for the future. Prior to Aug. 26, 1920, general increases brot the rate up to 28½ cents. Later reductions brot it down to 22½ cents, which is the rate now used.

Previous to November, 1920, the spread in rates to St. Louis from Humboldt and Salem, Neb., the latter 2 stations being but 14.1 miles apart, did not exceed 1½ cents. The general increases brot this spread to 6 cents, which subsequent rate conditions brot down to 3 cents. At this point it remained, tho railroad conditions between the stations were the same as at the 1½ cents spread.

The complaining firm contended it has been necessary for it to pay the same price for wheat at Humboldt that was paid by the grain dealers at Stella, Neb., Verdon, and Salem, regardless of the difference in shipping rates to St. Louis. Thereby, the contention continued, it was damaged in that a loss had been sustained on all shipments from Humboldt to St. Louis between Jan. 15, 1920, and Jan. 16, 1923. Proof, however, was not shown.

The Interstate Commerce Commission showed the distance involved in the case to be 398 miles, for which distance single-line hauls are permitted to charge 29 cents, considerably more

than the rate now being charged from Humboldt to St. Louis by the C. B. & Q. The complaint was dismissed.

## Railroads Entitled to Return on Valuation, Not Investment.

A Washington dispatch referred to in the Journal Aug. 10 as follows:

"Plans for a general revision of railroad freight rates downward are being prepared by the Interstate Commerce Commission, it is reported. \* \* \* the railroads are earning as nearly as may be the 5½ per cent on the aggregate investments used in transportation which was the basis fixed after passage of the Transportation Act."

does not give a correct understanding of the law allowing the carriers fair return.

Chas. Dillon, of the Western Railways Com'te on Public Relations, writes that "There is a very large difference between *investment* and *valuation*. The Transportation Act says in Section 15a, paragraph two, that the commission shall make rates so that the carriers of a road may earn an aggregate annual railway operating income equal as nearly as may be to a fair return upon the aggregate *value* of the railway property of such carriers held for and used in the service of transportation."

"This 'fair return' formerly was 5½ to 6 per cent on the *tentative valuation* found by the Interstate Commerce Commission, but since March, 1922, the commission has held that 5¼ per cent should be considered the fair return. The fact is that in 1921 the railroad as a whole earned only 3.28 per cent, 4 per cent in 1922, and 5.19 per cent in 1923. But western roads, in 1923, earned only 4.66 per cent on their valuation. Thus far in 1924 the railways of all territories, eastern, southern and western, have earned less net return than in 1923 and therefore have earned much less than the commission holds they are entitled to have. Indeed, since the railroads of the country were returned to their owners by the government three years ago, they have failed by much more than one billion dollars to earn the 'fair return' to which the Interstate Commerce Commission says they are entitled, *but which is not guaranteed*. The net return up to December 31st, 1923, should have been three billion, three hundred million dollars. It actually was \$2,250,000,000. For the western roads the failure to realize the 'fair return' meant a loss of \$491,000,000 in the three years."

"Let me emphasize the fact that the difference between *investment* and *valuation* is very large; indeed, it is about \$3,000,000,000 or more, and rates are based on the valuations of the physical properties found by the commission under the provisions of Section 19a. This is commonly known as the LaFollette Valuation Act, an amendment to the Act to Regulate Commerce."

## Books Received

TRUTH ABOUT GRAIN GAMBLING is a brochure of 33 pages by James E. Boyle, Ph. D., professor of rural economy, Cornell University, reprinted from the magazine, The Nation's Business, well worth reading by anyone interested in knowing what social service, if any, future trading performs, what are the evils of the system, manipulation, bear raids and short selling. The author touches on dabbling in speculation by doctors and other incompetents, and estimates correctly the effects of the Grain Futures Act. Copies will be sent gratis to the reader of the Journal on application to the Secretary of the Chicago Board of Trade.

Summary of Literature on Bunt, or Stinking Smut, of Wheat, by H. M. Woolman, field ass't in cereal disease investigations, and H. B. Humphrey, pathologist in charge of cereal disease investigations, contains the general historical retrospect, physiologic factors affecting the development, control, summary, and biblio-

graphy of bunt, or stinking smut, which affects wheat. Department bulletin No. 1210, U. S. Department of Agriculture, Washington, D. C.

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**Robinson Telegraph Cipher Code:** With 1912 and 1917 supplements, is for domestic grain business. Leather bound, \$2.25; cloth bound, \$1.75.

**Millers Telegraphic Cipher:** 1917 edition. Designed especially for the milling and flour trades. 77 pages, 3¼x6 inches, paper bound. Price \$2.00.

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**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

Your name in gold stamped on any of the above codes for 35 cents extra.

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## Supreme Court Decisions

**Extinguishment of Landlord's Lien.**—Where a landlord and his tenants divide up the crop, and the landlord sells his share to the tenant, he thereby extinguishes his landlord's lien on the crop.—*Clark v. Dunn*. *Supreme Court of Oklahoma*. 227 Pac. 139.

**Broker Not Required to Sell for Cash.**—Instructions to broker to sell grain and deposit the proceeds to plaintiffs' account, held insufficient to show that plaintiffs instructed the sale to be for cash, since the word "proceeds" does not necessarily mean cash or money.—*Murray v. Gordon-Watts Grain Co.* *Kansas City Court of Appeals, Missouri*, 260 S. W., 515.

**Proof of Farmer's Delivery to Elevator.**—The issue being as to the amount of wheat delivered, it was not error to admit entries in a book made at the time of the transaction by a witness who testified from them as to the number of loads started from the threshing machine for the elevator at which the delivery was to be made.—*Anness Supply Co. v. Case*. *Supreme Court of Kansas*. 227 Pac. 257.

**Garnishment of Proceeds of Draft.**—Where buyer of grain, after paying draft therefor, brought suit against seller and attached proceeds of draft in hands of bank, service of writ of garnishment on bank operated to impound the proceeds and became a suit wherein judgment debtor was plaintiff and garnishee was defendant (Rev. St. art. 274), and liability of garnishee is determined as well as rights of third parties.—*Commercial Nat. Bank of Hutchinson v. Heid Bros.* *Court of Civil Appeals of Texas*. 257 S. W. 913.

**Warehousemen.**—Rem. Comp. Stat. § 7001, providing that if on demand and tender grain is not delivered by warehouseman person entitled thereto may recover same by action, does not change law that warehouseman is bailee, and that those storing wheat become tenants in common, and where, without depositor's fault, grain on hand becomes less than that for which receipts are outstanding, depositor has no rights as against others for more than pro rata share.—*Reitmeier v. Oakley*. *Supreme Court of Washington*, 225 Pac., 425.

**Insurance.**—A policy of insurance to "H. O. W.— (C. S. L.— Grain & Elevator Company)," adduced in evidence, held a fatal variance with a pleading of a policy in favor of "C. S. L.— Grain & Elevator Company, a copartnership composed of H. O. W.— and C. S. L.—." Pleading of the issuance of the policy sued upon to plaintiff "C. S. L.— Grain & Elevator Company, a partnership composed of C. S. L.— and H. O. W.—," held insufficient to sustain a judgment on the policy in favor of W.— individually.—*Superior Fire Ins. Co. v. C. S. Lee Grain & Elevator Co.* *Court of Civil Appeals of Texas*. 261 S. W. 212.

**Guarantors Liable under Unlimited Guaranty.**—Defendants gave plaintiff their written guaranty of all moneys requested by and furnished to a milling company. There was no limitation of the amount or purposes of the advances so guaranteed. Those made were all at the request of the milling company and used for its benefit and proper corporate purposes. Held, that the written contract cannot be varied or contradicted by parol evidence that there was an agreement that the advances were to be kept within a certain limit, or to be made for but one special purpose, or for use at but one place.—*Cargill Commission Co. v. F. A. and H. P. Swartwood, of Waseca Milling Co.* *Supreme Court of Minnesota*, 198 N. W., 536.

**Sale of Mortgaged Wheat.**—A sale by the mortgagor, with the consent of the first mortgagee, but without the consent of the second mortgagee, and without notice to him, did not foreclose the lien of the second mortgage, although the sale was for the full value of the property.—*Wichita Mill & Elevator Co. v. National Bank of Commerce*. *Supreme Court of Oklahoma*. 227 Pac. 92.

**Unauthorized Speculation by Elevator Manager.**—A company to which the manager of an elevator company, without authority of its directors, shipped grain, and through which he bought and sold large quantities of grain for future delivery on speculative market, held liable to directors of elevator company for the full proceeds of grain actually received by it, and not entitled to deduct losses of manager in the speculative transactions. Where an elevator company, suing to recover the proceeds of grain shipped by its manager and retained by the consignee to cover losses of manager in speculative transactions, has established that such transactions were unauthorized gambling devices, burden is then upon defendants to show plaintiff's agent was acting within his authority in buying and selling on speculative market.—*Farmers' Elevator Co. of Westport v. Quinn-Shepherdson Co.* *Supreme Court of South Dakota*. 199 N. W. 201.

**Grading Final unless Fraudulent.**—Where seller sold No. 3 oats "Kansas City grades and weights" to buyer, and they were graded at Kansas City by a licensed state grain inspector as No. 3 oats just before shipment, but were graded as No. 4 by an official federal grain inspector at their destination, and seller's testimony showed that the Kansas City inspection was honestly and correctly made and no bad faith could be imputed to it, instructions that if jury found that the oats were No. 4, and were by mistake graded as No. 3, they must find for buyer, is reversible error since they omitted to state that the Kansas City grading under the contract could not be questioned unless the mistake amounted to fraud or bad faith.—*Federal Grain Co. v. Hayes Grain & Commission Co.* *Supreme Court of Arkansas*. 255 S. W. 307.

**Mortgagee of Oats not Liable for Threshing Bill.**—Where a party contracts with the owner of a crop of oats to thresh same for the sum of \$100, the owner tells him that another party who has a mortgage on the oats will pay for the threshing, and the thresherman does not see the party who has a mortgage on the oats, but relies on the statement made by the owner of the oats that the mortgagee will pay for the threshing and goes on and threshes the oats, and the same is delivered to the party holding the mortgage, and he takes his debt out of the proceeds and pays the balance over to the owner of the oats, the party who holds the mortgage is not liable to the thresherman for the threshing of the oats. The record shows that the thresherman had no contract whatever with the person holding the mortgage, and that he never notified the person holding the mortgage that he would look to him for payment of the threshing, but relied solely on the promise of the owner that the mortgagee would pay for the threshing. He is not entitled to recover against the mortgagee.—*Link v. Durant Grain & Elevator Co.* *Supreme Court of Oklahoma*. 221 S. W. 481.

## Supply Trade

ST. LOUIS, Mo.—R. L. Johnstone is now in charge of the Dings Magnetic Separator Co. in this city.

FRANKFORT, IND.—John A. Rice, widely known as a grain elevator broker, died Aug. 2. He is survived by his widow and one daughter.

ITHACA, N. Y.—The Morse Chain Co. has ready for distribution an address by F. L. Morse in booklet form, on "Power, Its Application from the 17th Dynasty to the 20th Century." This booklet will be found both interesting and educational, and a copy should be in the hands of every elevator operator.

CHICAGO, ILL.—"A Talk on Scales," just issued by Fairbanks-Morse & Co., is one of the most instructive booklets on the subject of scales yet published. It covers thoroughly the progress made in the manufacture of scales from the time of the steelyard down to the present day. Grain elevator operators who are interested in the history of scales should write for this bulletin, No. 121H.

NEW YORK, N. Y.—The American Engineering Standards Com'te has just issued its year-book for 1924 giving 64 large pages of information regarding the work of the Com'te, including a list of all the standardization projects that have been taken up. One of the projects which it has been decided to take up is a safety code for conveyors and conveying machinery, as suggested by the Am. Soc. of Mechanical Engineers and the National Bureau of Casualty and Surety Underwriters.

HARRISON, N. J.—It is apparent to those men who are responsible for the dividend paying operation of grain elevators that future profits must, to a very large degree, be obtained from the economies brought about by increasing the efficiency of their grain handling equipment. Linked with the progress already made in the development of grain handling equipment is the adoption of the "convey-by-belt" principle. The chief reason that the use of the belt conveyor has become so universal lies in the fact that it is capable of transporting grain efficiently and as rapidly as grain can be supplied to and taken from it. The pages of Bulletin No. 1015, just issued by the Hyatt Roller Bearing Co., refer to the part Hyatt Roller Bearings have played and will play, when properly selected and assembled, in reducing to a minimum the operating expenses of a conveying system. A copy of this bulletin will be sent Journal readers who write requesting it.

MINNEAPOLIS, MINN.—We have recently shipped the following Carter Disc Separators: Soo Line Terminal Elev. Co., Minneapolis, Minn.; Globe Grain & Mfg. Co., Ogden, Utah; Chas. Broeker & Co., Owensboro, Ky.; Fisher Flrg. Mills Co., Seattle, Wash.; Commercial Grain & Malting Co., Cannon Falls, Minn.; Russell Miller Mfg. Co., Buffalo, N. Y.; Robt. W. Wertz, Wernersville, Pa.; Gibbon Roller Mills, Gibbon, Neb.; C. J. Shuster, Delmont, Pa.; Venus Milling Co., Venus, Tex.; Ferguson Seed Farms, Inc., Sherman, Tex.; Weyauwega Milling Co., Weyauwega, Wis.; Farmers Educational & Co-Op. Union Elevtr. Co., Tuttle, N. D.; Philip Werner, Watkins, Minn.; Farm. Elev. & Trading Co., Battleview, N. D.; Equity Farm. Elev. Co., Ryder, N. D.; Farmers Elevator Co., Pine Island, Minn.; Ypsilanti Equity Elev. Co., Ypsilanti, N. D.; Farmers Grain Company, Embden, N. D.; J. W. Scott, Gilby, N. D.—Carter Mayhew Mfg. Co.

THE NATIONAL Soybean Growers' Ass'n will hold its 5th annual summer meeting at the Iowa State College, Ames, on Aug. 30. Everyone interested in soybeans is invited to attend.

### Consolidated Adjustment Co. Railroad Claim Adjusters Association Building CHICAGO

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No charge if nothing collected.

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## New Roller Hanger Bearing.

A new lineshaft bearing embodying the Timken Tapered Roller Bearing, as well as several new features of construction has been placed on the market by the Dodge Mfg. Corp. This product is the result of many years' investigation and development.

The special requirements that must be met by any appliance used in power transmitting service, such as ruggedness, simplicity, interchangeability and trouble-free lubrication, have been given the most careful consideration in the design and manufacture.

The Dodge-Timken Roller Hanger Bearing is a simple bearing. There are only five parts to the complete assembly. It consists of two Timken tapered roller bearings mounted on a ground and slotted steel tube and fitted to an accurately machined housing. The ends of the steel tube are threaded to receive clamping collars designed to secure accurate adjustment of the bearings on the tube. This adjustment is made at the factory and need not be altered by the user.

The mounting of the tapered roller bearings, as described, insures full utilization of the bearings for both radial and thrust loads. It also adds to the ruggedness of the assembly and is of particular value in resisting the side weave of heavy driving belts.

The method of fastening the steel tube or sleeve to the shaft permits its use on any commercial shafting. This fastening is accomplished by simply setting up the screws in each of the two clamping collars.

The dust proof feature of this bearing is also of great importance. The sleeve on which the bearings are mounted extends from end to end of the housing. Liberal grease compartments are provided inside of the housing and outside of the tube. The outer ends of the bearings are protected against dust by special metallic grease seals which eliminate friction at this point and positively prevent dust working in or the lubricant from working out. These grease seals take the place of felt washers or packing.

The Timken tapered roller bearing is constructed on the cone principle which insures a true rolling action. The bearing itself comprises four parts, a cone or inner race with outside taper, the tapered rollers, a cage or roll retainer and a cup or outer race with inside taper.

The cone, rollers and cups are made of electric steel following a special formula and produced in the Timken rolling mills. The rollers and races are heat treated and each roller is precisely checked for size and accuracy by magnetically operated automatic machines. The taper of the roller, which is responsible for the end thrust carrying capacity and adjustability, is constantly checked during production by extremely accurate gauges.

The erection of this new lineshaft bearing

is very simple. It is only necessary to slip the bearing over the shaft and set up the clamping screw in each of the split clamping collars. To remove it is necessary to loosen the screws in the collars and slip the bearing off the shaft.

## Exhibit Industrial Advertising.

The National Industrial Advertisers Ass'n will stage an advertising exhibit in connection with its annual convention at the Edgewater Beach Hotel, Chicago, Ill., Oct. 13 and 14.

An invitation to exhibit is going out to all industrial advertisers serving the industrial field, and to men in organizations furnishing a special technical service for industrial advertisers.

Industrial America presents unique problems in the merchandising of commodities and services, far different from those found in the general or retail field. This exhibit will present advertising and marketing plans of basic industries, general manufacturers, railroads, industrial supply men and all lines of sales and advertising endeavor represented by the general terms "Engineering," "Technical," "Industrial."

It will hold the mirror up to business and show how advertising is used to move materials and commodities within an industry and from one industry to another. It will be informative, educational and inspirational.

The Exhibit Committee is planning for a most comprehensive exhibit of advertising. Ezra W. Clark of the Clark Tractor Co., Buchanan, Mich., is Chairman of the Exhibit Com'ite.

## Wisconsin's Minimum Wage Law "Unconstitutional."

Superior, Wis.—A temporary injunction restraining the operation of the Wisconsin minimum wage law as unconstitutional, insofar as it applies to adult women, was filed in District court here today in the case of the Folding Furniture company of Stevens Point, Wis., against the industrial commission of the state of Wisconsin. The furniture company, in attacking the constitutionality of the law, alleges that it violated the fourteenth amendment by enforcing the 25 cent an hour wage schedule for adult women. This, the plaintiff declared, was in effect the taking of property without due process of law and an infringement on the free right to contract.

## Wants Corn Sugar Labeled "Sugar."

The Corn Products Refining Co. recently petitioned Sec'y Wallace to modify the government's sugar standards regulations to permit it to sell corn sugar simply as "sugar." Attorney General Stone advised the head of the Department of Agriculture to refuse because, should the explanatory label be omitted, the public might be deceived into believing the sugar product of full strength.

The Corn Products Co. contended that the term "sugar" was generic, including all types of crystallizable carbohydrate. Hence, corn sugar should be included with cane and beet sugar without qualification or discrimination in its labeling.

Attorney General Stone held that "sugar," without prefix or explanation is understood by buyers and consumers to mean a sucrose product, which differs from dextrose, or corn sugar, in its physical and chemical properties. The public might be led to believe that the product contains an equal amount of sweetness and energy value with the products described in Circular 136.

Tho the decision lies with Sec'y Wallace it is generally believed that he will abide by the Attorney General's opinion.

THE NORFOLK Grain & Feed Dealers Ass'n has approached allied trades for support in carrying an advertising campaign during the coming year, in the newspapers. A large fund has been obtained to exploit the superiority of horse-drawn transportation over motor vehicles.

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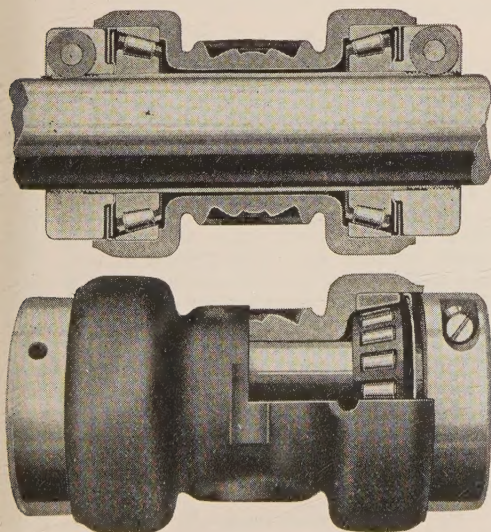
Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches.

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## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**N. Y. C.** supplement No. 10 to tariff Ill. C. C.—L. S. No. 662, effective Sept. 8, increases the rates on grain products from Chicago and Kan-  
kakee to various Illinois points.

**M. St. P. & S. S. M.** tariff No. 32309, effective Aug. 8, provides substantial reductions in the rates on wheat, corn, oats, barley, and rye to Milwaukee, when destined to points east of the Illinois-Indiana state line, or Lake Michigan.

**C. R. I. & P.** supplement No. 25 to tariff No. 28675-F, No. 24 to ICC No. C-11230, effective Sept. 16, contains a number of reissues of rates on grain, grain products, and grain by-products, thru southwestern territory.

**C. R. I. & P.** supplement No. 1, to tariff No. 19690-K, ICC No. C-11339, effective Sept. 15, gives some reductions and advances in grain rates and instructions for application of rates on cotton seed, mixed shipments, and grain, grain products and seeds.

**I. C.** supplement No. 2 to 601-J, effective Sept. 3, makes several advances and reductions in the wheat and corn rates on commodities originating at certain Iowa, Nebraska, and South Dakota points, to Chicago, Pekin, Peoria, East St. Louis, Ill., and St. Louis, Mo.

**C. & A.** supplement No. 4 to tariff No. 28-E, ICC A-1732, effective Sept. 10, adds Item No. 162, rates, application of, to and from Alton, Ill., unless otherwise specifically provided, Alton, Ill., will be considered as intermediate on traffic moving between Chicago and East St. Louis, Ill.

**C. R. I. & P.** supplement No. 24 to tariff No. 28675-F, ICC No. C-11230, effective Sept. 15, contains several reissues of rates on flax seed, millet seed, castor beans, hemp seed, Hungarian seed, pop corn, broom corn seed, and broom corn, as well as wheat, wheat flour, corn, alfalfa feed, and linseed cake and meal.

**C. & A.** supplement No. 6 to tariff 1604-H, ICC A-1626, effective Sept. 10, advances the rates on grain (not including grain products), from East Louisiana, Grand Pass, Nebo, Pearl, Pike, Pleasant Hill, and Straut, Ill., to Pekin and Peoria, Ill. The rate on grain screenings is lowered from Pekin and Peoria, Ill., to Chicago, to 6½¢ per 100 lbs.

**I. C.** supplement No. 30 to 1537-G, No. 26 to ICC No. A-9865, effective Sept. 12, contains reissues of rates on grain, grain products and grain by-products between certain stations on I. C. and W. C. & W. lines. The rate on grain, when originating on the Illinois River, moving from Havana, Ill., to East St. Louis, Ill., and St. Louis, Mo., over the I. C., is reduced to 7¢ per 100 lbs.

**C. R. I. & P.** supplement No. 11 to tariff No. 28405-E, is issued in compliance with order of the Interstate Commerce Commission, in investigation and suspension docket No. 2180, of July 14. It was issued July 23 under authority of rule 9 (k) of the I. C. C. tariff circular No. 18-A and suspends, until Nov. 12, "that portion of supplement No. 10 to C. R. I. & P. tariff No. 28405-E, I. C. C. No. C-11020, on page 3 thereof, all provisions applicable in connection with Index Nos. 3901 to 3930, inclusive, on page 4 thereof, all provisions applicable in connection with Index Nos. 3986 to 4029, inclusive."

### Mixed Cars to Travel at Carload Rate.

Shipment of mixed cars of grain and grain products from St. Louis to southeastern territory at the carload rate will be permitted by the carriers effective Sept. 5. Chas. Rippin, traffic commissioner of the St. Louis Merchants Exchange, says: "In this connection it may be proper to state that we are still keeping in touch with the entire southeastern situation, with a view of getting separate straight carload rates and less than carload rates established there ultimately, and we believe this cannot be much longer delayed by the carriers, inasmuch as they cannot make the rates in the southeastern territory conform to the long and short haul clause, which they are obliged to

do, without establishing separate carload and less than carload ratings with a proper differential between them."

### Grain Commission Firms Should Duplicate Documents to Support Claims.

By OWEN L. COON.

In proving up claims of country shippers for shortage or for delay in transit to grain, it is frequently necessary to request assistance in supplying duplicate documents from the commission firms of the terminal market which handled the car. In some cases it is an account of sales that is needed. Oftener it is a duplicate unloading weight or grain inspection ticket. In some instances, these requests are made upon the terminal commission firms by the shipper's duly authorized representative.

I do not recall an instance of any grain commission firm on the Chicago market declining to furnish evidence in support of a shipper's claims. Such cannot be said, however, of all the individual firms at other markets. Some few grain commission firms absolutely ignore requests for such duplicate documents, even when the carrier stands ready to make payment upon a claim as soon as such documents are supplied.

In such instances, it is necessary for the authorized claim representative of the country shipper to write him requesting that he in turn write the terminal grain commission firm to furnish the information. When it is furnished, grudgingly, in such instances, it is furnished to the shipper, and further delay is entailed by the shippers having to forward it in turn to their attorney. This weaves a needless amount of red tape around a simple request for evidence to support a claim. It certainly does the country shipper no good, because it delays the payment of his claim. It does the grain commission firm no good because in the end, after considerable delay, it is finally furnished.

I have known instances where claim rights of country shippers have actually outlawed, due to the ignoring of requests for such duplicate documents on the part of some grain commission firms.

If the grain commission firms who are the exception to the general rule would fall into line with the great majority and furnish such documents when they are actually needed, a great deal of time, trouble and expense would be saved for all parties involved and result in a prompter payment by the carrier of the claims of country shippers.

### Grain Prices Depressed by the Farmers' Friends.

If Russian wheat exports last year had been in proportion to their press agency wheat would have probably sold for less than 75 cents before the close of the marketing year.

Now that the pink and red mountain of bunk has labored, we know what the mouse brought forth was about 30,000,000 bushels, exported after extortion from a people who really had none to spare, whose export capacity has always been and now is a reflection of under consumption and low living standards, not a result of high production per capita.

That figure was about what was given the writer by grain speculators here in the spring of 1923, who knew what they were talking about. It was not they who made the threat of Russian exports a factor in the depression of prices, but the professional friends of the farmer driven by their modes of wishful thinking to decry facts about Russia and to propagate views which support their own doctrines better.

Senators from the grain states visited Russia last year. They came back with stories that lent color to the yarns about big shipments of grain on the way to European markets. How much did that cost the farmers who elected them?—Scrutator in Chicago Tribune.

### Insurance Notes.

OFFICIALS of the National Fire Protection Ass'n have successfully started reaching parents and children by distributing inspection blanks among the children, upon which to report the fire hazards of their homes,—an idea which was started by the old grain and mutuals and still in use by them.

Do ALL you can to prevent fire in your elevator. Equip your house with water barrel extinguishers and other first-aid appliances in order that fire may be quickly controlled if possible. It should break out. If fire should break out and get beyond control, save your books and any other property you can. Don't wait for the adjuster to come around. Save all the grain you can. KEEP THE WATER OFF.—Our Paper.

### Rainy Weather Causes Wet Wheat and Oats.

Wheat arriving at the terminal markets adjacent to the soft winter wheat belt is of very high moisture content. As a matter of fact the moisture content is the leading factor in the grading. There still remains in the field a considerable amount of wheat and oats to be thrashed, which is being caught by the rain at this time and which is sure to show a very high moisture content.

Grain shippers everywhere in this territory should be very cautious in buying this quality and it will pay them well to make moisture tests in order to know what grade they are buying from the farmer and also what grade they have to sell.

Wheat containing more than 14% of moisture is not considered safe for indefinite storage or long shipments in transit, and when wheat contains as much as 15% moisture which is the maximum amount allowed in grade No. 3, there is considerable danger of deterioration when in storage or shipment in transit.

This is a season when every shipper should be extremely careful in handling and marketing this crop of wheat and oats. He should make moisture tests of every farmer's lot in order to determine the grade, as well as every carload that is shipped out. It is much better to be on the safe side rather than leave the matter to guess and take heavy losses which are sure to occur on a crop of this kind, unless the moisture content is carefully watched. Where the moisture content is extremely high short shipments to terminal markets are safest. At terminal markets the very wet wheat will be discounted heavily and by knowing the moisture content of the grain you have to sell, you can calculate the best markets to ship to from the standpoint of safe arrival and also determine the grade of the grain for which to pay the farmer.

## Coaxing Smiles

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

### Did Not Enjoy being "Shooted at."

My funniest experience in the grain business occurred some years ago in Oklahoma when but few gas engines were in use. We had a 20 h.p. engine with which we used to shell corn. One cold morning an old darkey came in with a load of ear corn. Not being able to turn the engine over to start it, I asked the old man to give me a lift. The engine backfired with a report like a cannon. When I looked for the darkey he was about fifty yards down the road and still going. I called to him, "Come and try again." He responded, "No, sir, boss, I not going to be shot at no more."

He did not come back.—E. H. Hunt, Royall, Ia.



## Scale and Credit Tickets

Form 51 duplicating, size  $5\frac{1}{2} \times 13\frac{3}{4}$  inches is formed of 100 pages of white bond paper for the 500 original tickets, machine perforated for easy removal, 100 yellow post office paper for the 500 originals which remain in the book and 4 sheets of carbon paper bound in back. Each ticket provides spaces for "Number, Date, Load of, From, To, Gross .....lbs., Tare .....lbs., Net .....lbs., Net, ..... bus., \$. ....Due to ..... or order, ..... Weigher.

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### Grain Dealers Journal

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The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. **Order Form 23. Price, \$4.50. Weight, 6 lbs.**

**Grain Shipping Ledger.** Size of page,  $10\frac{1}{2} \times 15\frac{3}{4}$  inches. The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each book contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. **Order Form 24. Price \$4.00. Weight, 5 lbs.**

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The elevator of such a man is in more danger of fire than is one whose owner DRIVES HIS BUSINESS.

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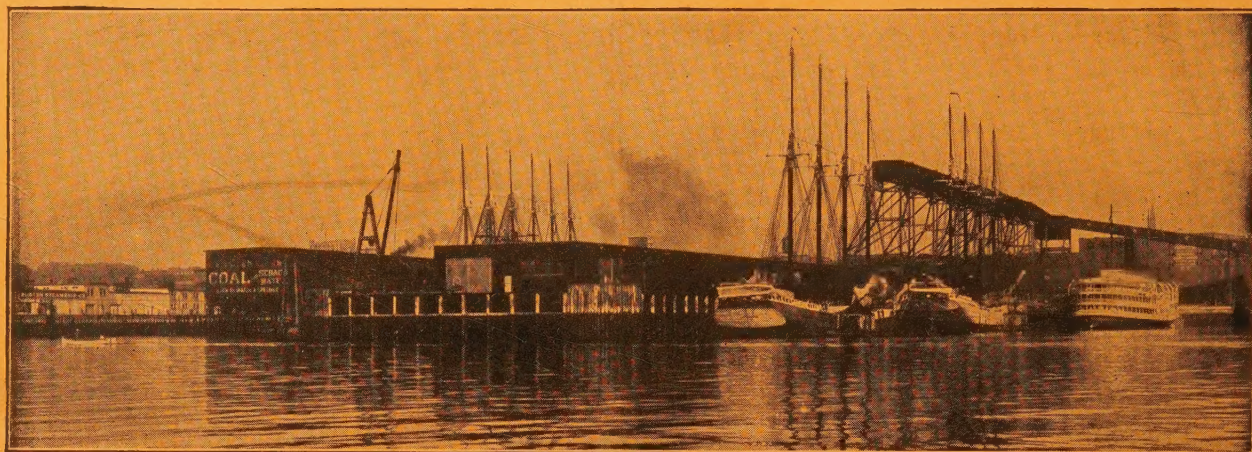
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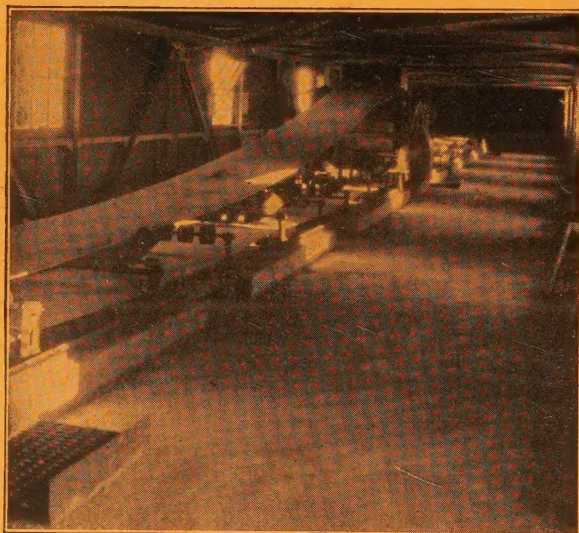


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